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C O S M E T I C S · S O A P S · F L A V O R S

EST. 1906

WILLIAM LAMBERT
Editor

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ON THE CREST OF A WAVE



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Californians, Inc.



DELIVERIES AND PRICES OF NEW ENGLAND TUBES REFLECT COOPERATION WITH OUR CUSTOMERS

Producers and manufacturers of metals and metal products are riding on the crest of a buying wave which will, perhaps, be unequalled in the history of the industry. Already delayed deliveries are causing serious production bottlenecks in many metal working plants, and prices surging upward seem to be the order of the day!

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NEWS FROM WASHINGTON

Toilet soap, shaving cream and some shampoos are NOT taxable

The Association of American Soap & Glycerine Producers, Inc., points out that in connection with the retail tax of 10 per cent on toilet preparations under the Revenue Act of 1941, U. S. Treasury officials state positively that the tax does *not* apply to toilet soap nor to any articles (such as shaving soap, shaving cream of both the lathering and non-lathering varieties, and shampoo containing more than 5 per cent of saponaceous matter) which the treasury has included heretofore in definitions of toilet soap.

If retailers of soap have any uncertainty about this, they should be advised that toilet soap is *not* taxable, according to association officials. Similarly if local collectors' offices are not clear about this, they should be told that the treasury at Washington is perfectly definite about it which they can verify if they wish by communicating with the Bureau of Internal Revenue at Washington.

The definition of toilet preparations in the Act, Section 2402 (a), is precisely the same as under the manufacturers' excise tax now cancelled, and therefore the new tax, which is paid by retailers, applies only on the same items on which the manufacturer has heretofore been taxable. Toilet soap has not been taxable since 1938, and is not taxable now.

Shall the trade-mark law be revised or left alone?

The Lanham Trade-Mark bill, as S 895, was enacted by the Senate, but still remains in Committee on Patents in the House. No hearings have been held during this session, and it is uncertain whether hearings will be held. It is considered doubtful if the bill will come up in the House before the end of the year. HR 5461, identical with the bill enacted by the Senate, is revolutionary in so many aspects that it has created serious doubts whether or not it could be finally passed. One of the principal considerations which has occupied the minds of the members of the committee is the applicability of the common law to the whole problem.

There seems to be a strong inclination to leave the trade-mark law as it is, which makes it chiefly subject to the common law and not amenable to special legislation. The committee is interested in knowing what the merchants and manufacturers of the country think about it. Ernest A. Norwig is the Clerk of the Committee on Patents, House Office Building, Washington, D. C.

American Rose Society would grow roses for essential oils

The American Rose Society met at the Capitol with government officials and proposed that a national rosarium be established, and that regional testing grounds be organized in various centers. The shortage of rose stocks, usually obtained from Europe, prompted the society to urge that at least 25,000,000 more roses may be grown in the United States, of American stock; these roses are useful both as ornaments and for essential oils and other purposes of commerce. The proposal will be offered in Congress for legislation in support of appropriations to put the testing grounds into operation. Replacement of European essential oils caused the Office of Foreign Agricultural Relations to send three more members of the Biology Division of the Soil Conservation Service to South America. The men are making studies of soils, climate, exports and imports, and other problems of agricultural economy. Oiticita oil, and babassu and cohune oils, possessed of special drying properties, are under special study. Other federal government experts are working in the forests of the Philippines to test numerous plants that yield oils markedly similar to those produced in Europe. Two plants, abundant in the Philippines, yield oils which resemble bergamot and jasmine.

Toiletries that the army is buying at its 1,500 post units

The army announces that its post exchange stores at 1,500 separate camp and post units are buying soap powder, shaving cream, toilet soap, tooth powder, toothpastes, powders, lotions and similar toilet articles. Toilet articles, especially shaving soaps, powders and

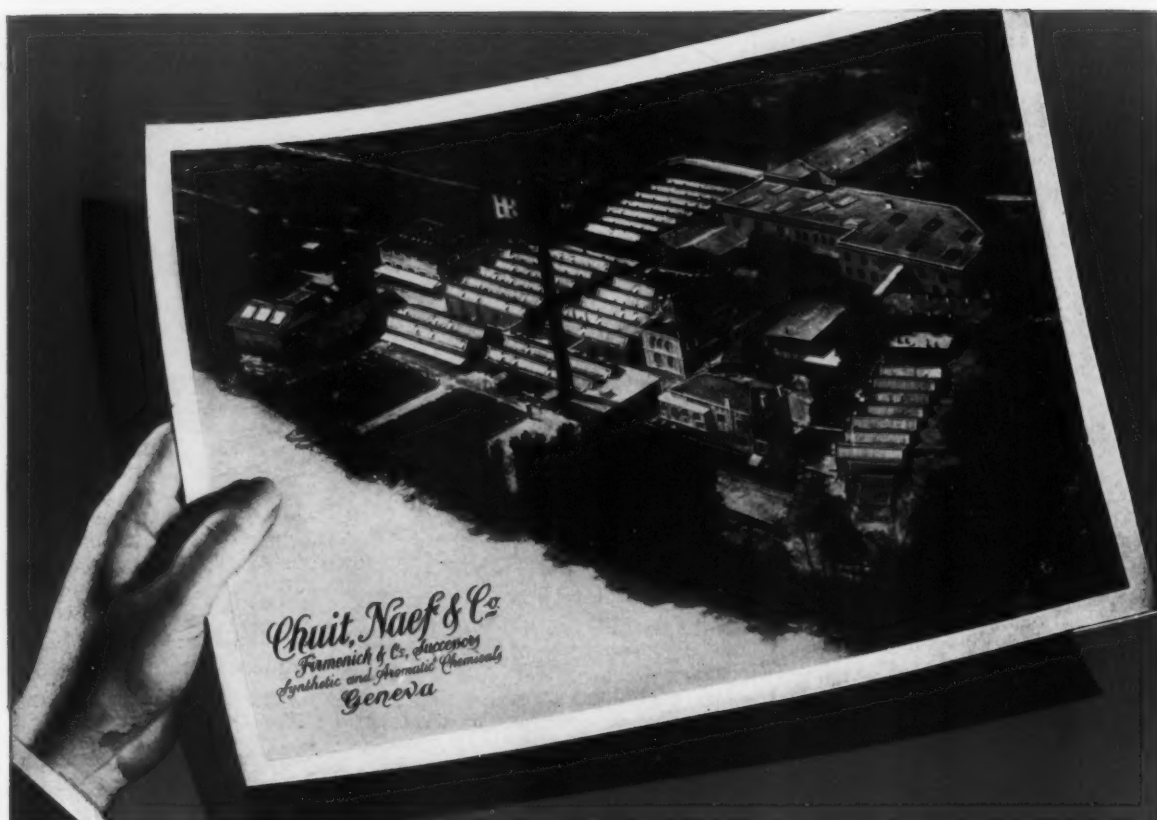
lotions, are the fastest moving items on the shelves. Under present arrangements the post exchange officer at each post or camp is free to buy locally and welcomes local dealers if prices plus delivery are competitive with facilities available at a distance. Otherwise, sales can be made at quartermaster depots in Atlanta, Seattle, San Antonio, Kansas City, New Orleans, Manila, Ft. Buchanan in Puerto Rico, Honolulu, Corozal and Ft. William D. Davis in the Panama Canal zone.

Notes from Spain, Denmark, Malaya and Britain

The Commerce Department reports that Spain lately sent to the United States 17,251 pounds essential oils of cade, pennyroyal, rosemary, sage and spike, valued at \$14,723. It reports that Denmark is using fine clays in soaps to substitute cleansing qualities for the lack of fatty acid. From British Malaya, it brings word that patchouli oil and leaves sent to United States have increased values over 80 per cent. And from Britain comes the word that perfumers are not permitted to use their four-year stock of perfumes in storage; that the manufacturers are using their facilities to produce onion essence for household use.

More social security taxes to raise another billion dollars

Extension of social security taxes, to cover those not now touched, is expected to bring another billion dollars into the treasury. Furthermore, the White House and the OPM and some members of Congress, together with Secretary of the Treasury Morgenthau, urge that another tax bill probably for \$10,000,000,000—or more—shall be enacted before the end of the year. The law that went into effect on October 1 has raised considerable adverse comment from the taxpayers, and at this writing it is difficult to see how Congress can muster courage to attempt to put over another, especially in the face of a pending election year. Incidentally, it is expected here, Leon Henderson will eventually become the one-man top of the defense organization.



Forty-five Years a Leader



Since 1895 the name of Chuit, Naef has been synonymous with the production of the highest quality group of synthetic and aromatic chemicals obtainable.

Today, as then, this reputation continues unmatched.

Throughout these years the Chuit, Naef organization has expanded its products to the point where they now rank as the most complete line of perfume

raw materials available to the soap, perfume extract and toilet goods fields.

The laboratories at Geneva, Switzerland, are constantly showing the way in the development of new aromatic materials, basic specialties and finished compositions that aid you in solving your perfume problems.

As sole United States agents, let us convince you of the remarkable adaptability of our products to your line—and our ability to deliver!

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A REVIEW OF COSMETIC DERMATITIS

ONE of the most important problems encountered by the cosmetic manufacturer is the prevention of any untoward reactions upon the skin of the user. There are countless possibilities for such occurrences, when one realizes that nearly every woman in the country uses cosmetics in one form or another. In addition, imagine the opportunity for sensitization among the thousands of workers engaged in the manufacturing of cosmetic preparations or in the production of raw materials used in cosmetics. It is true that a number of cases have been reported in medical literature, but the number of cases *unknown* may run into the thousands because the user either recognized his sensitivity and refrained from further use of the offending substance, or because the user simply discontinued using the irritating product, with subsequent relief from the symptoms.

COSMETIC DERMATITIS

Cosmetic dermatitis (more correctly, dermatoses) may be classified into two groups: chemical and allergic. In the former case an ingredient of a cosmetic actually damages skin tissue by reason

Facts which will help the cosmetic manufacturer meet the problem of preventing untoward skin reactions

by F. W. MITTELSTADT

of its chemical nature. Prolonged use results in a chronic inflammatory condition similar to eczema. Such a condition requires no latent period but produces a progressive reaction at once.

Cosmetics falling into this category are bleach creams and freckle-removers containing, for example, ammoniated mercury, resorcin or salicylic acid; depilatories containing alkaline earth sulfides and stannites; hair dyes of the aniline type, and nail polish removers containing strong solvents. This type of dermatitis generally clears up abruptly as soon as the causative agent is removed.

Cosmetic allergy—better called cosmetic sensi-

zation—is a condition in which a sensitivity to a certain offending substance is acquired during a latent period of sensitization. After a lapse of time, when the causative agent is again encountered the visible reaction is observed. In the earlier stages it may be present as “invisible dermatitis,” a balanced state in which no signs of reaction are shown, but will readily become manifest at the slightest contact with the causative agent. This type of dermatitis differs from that caused by chemicals in that it involves the dermal layers (those just under the outer skin), whereas in chemical dermatitis the epidermal layer (the outer layer) is affected.

Cosmetic sensitization (allergy), as in all types of allergy, is usually a result brought about, or hastened, by some predisposing factors. Just as the cells of individuals vary, so will their response to different materials; this is called idiosyncrasy. Certain types of skin are more apt to develop cosmetic dermatitis than others, namely, that of the very young, the aged, the dry skin, or those which lack pigments. Skins exposed to physical and chemical elements are also more susceptible than usual. Particularly is this true in lipstick dermatitis where light, wind, heat, cold, moistening of the lips, mouth breathing, passage of hot and cold liquids, etc., must always be considered as contributing factors. Rises in temperature with corresponding increased perspiration, especially where the area is confined (as under the arm-pits), or the use of hot applications both make a reaction more likely.

FACTORS AFFECTING HYPERSENSITIVITY

The general health of the patient has a large bearing on the severity of this hypersensitiveness. At the same time climate, season, atmosphere, temperature, altitude, humidity and geographic situation influence the production of dermatitis. Emotion, fatigue, excess irritability, menstrual difficulties, and pregnancy have a bearing on the case. Heredity is perhaps one of the most important factors, while sex, age, race and environment also play their parts in the picture.

DIAGNOSIS OF COSMETIC DERMATITIS

Although this is not intended to be a medical dissertation it may be well to consider for a moment the diagnosis of cosmetic dermatitis. The chief aid in diagnosis is careful questioning and evaluation of the information given. The following points are important:

1. Location of the eruption (spreading is due to rubbing or scratching).
2. Sudden appearance of local irritations.
3. Intense itching and burning out of proportion to the extent of the eruption.
4. Time element: 1. period of incubation
2. period of reaction time of outbreak.
5. Type of eruption, e.g., Berlock dermatitis.
6. Use of the patch test.
7. History.

The use of the patch test is one of the important points to be observed. The method consists of plac-

ing several likely offending substances on the back or forearm, each on an area of about one inch. These are covered with cellophane and adhesive tape which are removed after 24 hours. Any irritation produced by any of the substances is noted, comparing the irritated area with a control one, in which tape alone is used. It should be stressed that a single test is not conclusive but should be repeated on the same site for comparable results, since testing should simulate as much as possible the actual use of the cosmetic. As cosmetics are complex substances, and any one of their ingredients may be the causative agent, it is necessary to learn their composition, if possible, and apply the test on each of the several ingredients. Elimination of the offending substance usually clears up the condition.

PATCH TEST LIMITATIONS

The use of the patch test brings up a few points as to its relative accuracy. For example, it is doubtful whether a case of lipstick cheilitis will sensitize the whole dermal apparatus so that an application of the lipstick on the back will give a positive result. It has often been found that another unrelated substance will produce dermatitis although sensitization is caused by an entirely different agent. For example, a woman was troubled with lipstick dermatitis, but cessation of the use of the “suspected” lipstick failed to relieve the symptoms. It was then found that she was using a well-known deodorant. When she refrained from using the deodorant, her dermatitis disappeared. Hence, the question might be raised whether one substance will produce in the body something that will cause the symptoms of dermatitis to appear when excited by a second unrelated substance applied externally.

Most frequently cases of cosmetic sensitization are due to perfumes or dyestuffs. The former are very complex mixtures and for that reason the possibility of an irritating agent being present is greatly increased. The use of perfume in almost every cosmetic also increases the chances for occurrence of dermatitis.

PERFUME ALLERGY

The best known perfume allergy is the so-called “Berlock Dermatitis”; the characteristic streaky appearance of this type is well known to dermatologists. Three factors have been found necessary for its production:

- a. The essential oil of bergamot in the perfume
- b. Exposure to sunlight (natural sunlight—ultraviolet rays give negative results)
- c. Sensitivity in the subject

It has been stated that blondes are more susceptible to the inflammatory condition and brunettes to the pigmentation. Presence of linalool in perfume has been shown to cause dermatitis. Sensitization to analines or acetoaldehydes and photosensitivity to essential oils may also produce it.

Most cosmetic preparations producing dermatitis do so because of their perfume content. Numerous cases of toilet water dermatitis have been

found to have been caused by the presence of oil of bergamot* in the perfume compounds used. Methyl heptine carbonate in lipsticks and creams is likewise a common irritant.

Dyestuffs in lipsticks and rouges are next in order of the production of sensitization or dermatitis. Eosin, rhodamin B, and Bordeaux Red have been found to be causative agents. "Indelible" lipsticks contain bromo acid, a dye of the bromofluorescein group, a known photosensitizer.

IDIOSYNCRASIES OF INDIVIDUALS

Idiosyncrasies of individuals make it almost impossible to predict whether a preparation will cause trouble or not. Dermatitis is reported as being caused by almost every conceivable material. For example, one woman had attacks of hay-fever whenever she applied wave set containing gum karaya. Also, a plasterer who worked in a candy factory suffered asthmatic attacks only since his employment in that establishment. Investigation proved that acacia (used in manufacturing candy) was responsible. Flaxseed is also reported as a causative agent. Even water, because of its hypotonicity, has been classified as a potential irritant.

One of the least suspected substances found to produce dermatitis happens to be wool fat. One individual was troubled only when using lanolin containing ointment for a skin disorder. Then there was the man who applied lanolin to his arms every day in the year with the exception of two weeks at the beach, during which time he was not bothered. The question has been raised here as to whether such continuous treatment would not cause dermatitis regardless of the substance used.

TROUBLE FROM HAIR PREPARATIONS

Hair preparations often give trouble. Occasionally it may be traced to the denaturant in the alcohol contained in the product, such as diethylphthalate, or quinine, or to the active ingredients themselves. One case revealed that the tarry residue remaining after distillation was the exciting substance. Among the dyes, paradyes and pyrogallol are well-known offenders. Hair bleaches likewise have been discovered to be causative agents.

Dermatitis from a machineless waving pad was produced in a male operator using it. Ethylene dichloride in nail polish was responsible for another case, while orris root and rice starch are commonly known sources of irritation. A well-known soapless shampoo has caused a number of cases of dermatitis.

It is easy to see that the possibilities of sensitization or dermatitis occurring are almost limitless, hence no cut and dried statement may be made as to what will and what will not produce a dermatitis. The relatively small number of reported cases indicates that the cosmetic manufacturer has been on the alert to eliminate as much as possible any offending substance in his products. The use of

* Copper present in traces of bergamot oil is now being considered as a possible source of sensitization from bergamot oil.—Editor.

non-allergic cosmetics for treatment of allergic persons is, of course, limited. As long as the human body remains the complex and sensitive organism that it is, just so long will allergy and cosmetic dermatitis be encountered. There is no completely non-allergic cosmetic as even the American Medical Association eventually concluded.

SUMMARY

1. Cosmetic dermatitis is a result of chemical irritation or hypersensitiveness to a causative agent.
2. Cosmetic dermatitis due to allergy is a result of or hastened by numerous predisposing factors.
3. Diagnosis may easily be made if subject is carefully questioned and the results of patch tests are correctly interpreted.
4. Perfumes and dyestuffs are the most common of the many various reported offending substances.
5. Dermatitis will occur as long as there exists the complexity of the human body and the multiplicity of ingredients used in cosmetics.

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If Orders Are Not Wanted

WHY keep up persistent promotion work when you are literally sold out and want no more orders? Here are some reasons:

1. To keep your prospects wanting your products, even if they have to use a substitute now.
2. To develop an ever-increasing demand for your products; to build markets that will absorb your capacity after we return to normal times.
3. To acquaint all newcomers with the facts about your product during a period of high personnel turnover.
4. To take some of the load off of your service department.
5. To ease the difficult "consumer relations" problem of your sales department.
6. To promote some item in your line on which you may not be sold out.

Industrial Uses of Color

FROM the Color Research Laboratory of the Eagle Printing Ink Co. comes a series of interesting notes on the use of color in factory and office decoration. Working efficiency seems to be definitely related to environment. Dark, drab and melancholy interiors undoubtedly affect the worker, handicap his efficiency, and tend to inspire him with unrest and a complaining disposition.

Today a number of excellent practices are being followed. Where factory interiors tend to be cold, hollow and vault-like, warm hues are applied to introduce a feeling of greater comfort. Blues and greens offset the fatigue of heat and help to draw attention from the monotony of labor.

The widespread use of white is rapidly giving way to a more sensible use of color. White wall areas are a trial on vision, particularly where the worker handles fairly dark materials. To condition the eye to white and then to ask the worker to distinguish gray type matter, or the markings on metal castings, is like asking a person to read a newspaper as he walks out of a movie house on a sunny day. By keeping ceilings white for high light reflection, and by painting dados and walls (in direct line of vision) in soft tones of blue, green or buff, the eye of the worker is kept at a more efficient level, and the materials handled stand out in better contrast.

The well-designed factory or office pays respect to the above functional uses of color. There is ample light but minimum glare. Different color treatments are applied to different sections and departments to lend variety and relieve monotony. Colors are planned not on an esthetic basis but to accomplish definite, tangible results.

Errors in Making Creams

WHEN using white oils, paraffin, petroleum jelly, stearic acids, etc., in the manufacture of creams, it must always be remembered that the qualities offered vary considerably. There are heavy and light mineral oils, paraffins of varying melting points, and petroleum jellies of varying viscosity. The quantity of water, for instance, which is to be added to hair creams, depends largely on the viscosity of the mineral oil used. It is preferable to use a heavy oil and more water rather than a thin oil and less water. Furthermore, the creams made with heavy oils are usually better and considered preferable by the buyer to those made of thin light mineral oils.

In making face creams the mistake is often made of not working at the correct temperatures. While a cream containing lanolin or similar absorption bases is made at slightly above room temperature, it is necessary in certain instances to increase the temperature of production. For instance, a higher temperature is required when it is a case of a mixture of paraffin with an emulsion containing soap, or if another emulsifying agent is concerned which is not particularly sensitive to heat and is used together with ceresin or ozocerite. Otherwise it is

possible that the distribution of the added wax or paraffin is not sufficiently thorough.

If creams deteriorate occasionally, the reason for this may be that the materials used are not mutually compatible. For instance, the use of lemon juice in an alkaline cream is rather dangerous and often unsuccessful. Another reason for deterioration may be that distribution in the inner phase of the emulsion is at fault.

Another matter for consideration is that the presence of the electrolytes such as salts of magnesium, zinc, or bismuth, deficient viscosity, and the use of unsuitable emulsifying agents can considerably affect the quality of the cream. Occasionally insufficient emulsification may be corrected by passing the cream through a colloid mill or homogenizer. In certain instances the stability of the emulsion will thereby be increased and also the quality of the cream be improved. In some cases the stability of the cream may also be bettered by the addition of small quantities of wax and stearic acids. Certain emulsions such as creams containing gums and tragacanth are preferably made without the use of a homogenizer, as the emulsifying properties of the gum or tragacanth may be destroyed. The increased temperature and pressure caused by the passage through the homogenizer may furthermore have a detrimental effect on the already existing emulsion which may be sensitive to heat.

Another mistake which occasionally occurs in cream manufacturing is the simultaneous preparation and use of different types of emulsions. For instance the error may be made of adding comparatively large percentages of lanolin to a beauty milk, based on triethanolamine stearate. Through the addition and the ensuing slow increase of water content, a water-in-oil emulsion will first be formed, which will then be changed into an oil-in-water emulsion with the result that the emulsion is unstable.—*Schimmel Briefs.*

Research

WHAT is this research? It is an organized hunt for facts, often with special tools to fit the problem. It is a series of planned experiments for the purpose of developing facts systematically rather than waiting for them to be revealed by chance. Break the word down into the components re-search, and it sounds like "look again". Researching one must often look many times before even an orderly search, re-search and re-re-search gives the answer. But persist and research yields the answer.—*Lewis W. Waters.*

Scalp Massage

MASSAGE aids the scalp if briskly done and the fingers are clean and the nails short and round so as not to injure the surface. A little oil or soap suds acts as lubricant. Professional massage of the scalp is of great help because of the relaxation of the surroundings, and the feeling of well being, having service—personal service—for which one pays!—*Dr. Herman Goodman.*

SKETCHES FROM FRENCH GUINEA

Peuhl villages of mud huts, with orange trees both inside and outside the compound, provide a primitive setting for production of orange oil . . . Concluding installment of sketches

by DR. ERNEST GUENTHER

Chief Research Chemist, Fritzsche Brothers, Inc., New York, N. Y.



The hotel in Mamou has a protruding corrugated iron roof

I LAY awake for hours; the rain drummed monotonously against the corrugated iron roof like continuous machine gun fire. It ran in sheets from the protruding roof and rebounded from the ground. A musty odor emanated from the clammy bed sheets. The old cot presumably had once served in a military hospital, and probably many a soldier, delirious with fever, had died on it. Typhoid, dysentery, malaria and yellow fever were far deadlier than the spears of native warriors. In the dank and lonely darkness, the far-off howl of hyenas sounded like lamenting wails from lost souls.

STOCKING UP ON GAS

Early the next morning the sun broke through the clouds, painting trees and flowers in gorgeous hues. The air was fragrant and cool. We needed ample fuel reserves, for gas stations are non-existent in the interior of Guinea. But gas was unobtainable, it seemed, in any of the bazaars. In truth, a slight difference of exchange between French and French West African currency pointed to a higher price for new imports; therefore, no dealer would sell from old stocks. We called on the *Administrateur* of Mamou, an energetic young French official. Office hours in his administration bungalow started



A market scene in Mamou—natives spend their money quickly

at 7 o'clock and already scores of natives were waiting on the stone steps. We walked right into the private office, a poorly furnished room, its walls covered with stacks of old files, brittle as if singed by fire: reports, decrees, signatures and stamps, the endless routine and "red tape" of an elaborate administration. The obliging *Administrateur* immediately dispatched a special messenger to a few crafty-eyed Syrian traders, threatening arrest if they refused to sell gas at the official price. One-half hour later we were on our way, amply provided with fuel.

In broad daylight, Mamou's Syrian bazaars appeared even more squalid. Whole families dwelt in them, underliving and underselling the European trading stores. Groups of natives thronged around, selling bottles of orange oil and buying cheap cotton goods, utensils and trinkets. A native with cash on hand cannot resist the temptation of spending it immediately, nor can he be easily induced to earn money by working for it.

A COUNTRY OF STRANGE BEAUTY

We came to a country of strange beauty. From rolling scrub we had passed into densely wooded mountain regions which emanated a spirit of som-

ber primitiveness. Smooth trunks arose like pillars from the maze of undergrowth, and a network of lianas dropped back into the jungle. Monkeys, with young clinging to their stomachs, scampered through the forests. Leopards lurked invisibly from red-rocked encampments and baboons turned from us in contemptuous disgust, showing their multi-colored behinds. Looking from the heights into a deep valley with its cliffs, caves and gorges, one could almost visualize herds of long-haired mastodons, prehistoric elephants and giant buffaloes grazing along the river in the canyon's depth—could imagine hairy men in deer skins reaching for their stone axes and spears. Such must have been the setting in which the Cro-Magnon man of the Vézère Valley in southern France lived and hunted. And indeed the Fouta Djallon, which we now ascended to its high plateaus, recalls the mountains and valleys of Switzerland and southern France, tinged in primitive, tropical beauty.

LIFE IN LABÉ

Labé was a spreading village crowded with natives bartering goats, chickens, fruit and cereals. The market place in the center seethed with life. Chattering women squatted on the ground in front of their merchandise and open-breasted girls made eyes at the foreigners. The Syrian shops flanking the market were worse, if possible, than those of Mamou. On the porches stood sewing machines behind which native tailors in long white robes worked busily on shawls and clothes. Japanese-made fabrics, bought in the stores, were quickly sewn up into costumes—while the clients waited! Old kerosene drums filled with orange oil were stacked up in back yards and under trees. An air of squalor pervaded the place; it seemed as if the proud old culture of the Peuhls had degenerated to the lowest type of white civilization.

Driving on, we passed from the sweltering jungle into green savannah, a sea of waving grass with low mountain ranges on the distant horizon; the heart of the Fouta Djallon.

That afternoon we reached a Peuhl village con-

sisting of thatched, conical mud huts surrounded by a kral. Herds of cattle and sheep grazed outside. A few heavy-crowned orange trees stood in the compound, others formed groups nearby. The beehive huts were erected on gravel ground, their protruding roofs forming low, circular porches. Narrow doors, easily defendable, led to the dark and surprisingly cool interior. A bed of cinders marked the fire place and a low mud bench ran along the back wall, opposite the entrance. Everything was primitive but tidy. The whole family lives in a single hut, but villagers of wealth possess separate huts for each wife and her children. Tortuous dummy passages, flanked by bamboo walls, formed a labyrinth, protecting against attacks of wild animals and, in the olden days, against surprise assaults, for the Fouta Djallon used to be a favorite hunting ground of slave raiders.

THE TOWN'S PROMINENT MAN

Soon after entering the compound, we were greeted by the chief, a tall, middle-aged man dressed in red fez and a long flowing garment of brilliant brocades. Judging from the impressive titles on his visiting card, Diallo Alfa Bakar was indeed an important personage.

DIALLO ALFA BAKAR

Chef de Canton de Ouességuélé (Labé)
Chevalier de la Légion d'Honneur,
Titulaire de la Médaille d'Honneur,
Membre délégué au Conseil d'Agriculture,
Ancien sergent au 136^e B.T.S. à Délys (Algérie)

We read, and opened the greeting ceremonies with the usual conversation, about as follows:

"Comment tu va?"
"Très bien. Et comment va-tu?"
"Très bien. Et toi?"
"Très bien. Et ta famille?"
"Très bien. Et la tienne?"
"Very well. And how are your wives?"
"Very well. And how are yours?"
"Very well. And how is your father?"
"Very well. He died last year."

And *ad infinitum*, with mutual polite inquiries



Tailor on porch of a Labé shop sews for a waiting customer



Squalor pervades the village of Labé, home of these natives

about the cattle, the crops, the health of the governor and the *Président de la République*. The conversation is simple enough, but one must remain straight-faced. Diallo and other dignitaries of Guinea had visited the Paris Colonial Exposition as guests of the French government, and had even been taken for an airplane ride to see France from above. What impressed them most was the intensity of cultivation. "What a country," Diallo said. "Every foot is under cultivation."

EXTRACTING ORANGE OIL

Behind the village a few boys sat in the shade of tall orange trees, pressing oil from orange rind by scraping it with sharpened spoons. A skilled worker can extract daily about one liter of oil which, in normal times, values from 7 to 30 francs. The oil is, therefore, a source of considerable wealth to those natives. Some of the boys work in bondage or serfdom for the chief; others receive as wages one-third the value of the oil while two-thirds goes to the proprietor of the trees.

When we returned to the compound, the chief's favorite wives and children had donned their best dresses. They glittered in gaudy colors. From their ears hung solid gold rings, several ounces in weight, and the hair was shaped in delicate high loops, like a rooster's comb. Fine features bespoke their Semitic origin, for the Peuhls had originally migrated from the highlands of Abyssinia and the Nile Valley and, in the eighteenth century, had settled in the Fouta Djallon, driving out or enslaving the aborigines.

GREETINGS FOR A VISITOR

Early in the afternoon we made camp in a hut reserved for visiting officials or white travelers. The European beds looked strange in the primitive surroundings. We decided to visit a neighboring village before retiring, and drove through wild country. Red rocks and mountains towered above the roof of green forest, and white mist rose from foaming rivers in deep canyons. Somehow the village must have been notified of our arrival for we were

Beginning with the November issue, Dr. Guenther will describe French Guinea sweet orange oil production

greeted in elaborate fashion. From the gate emerged the chief carried in a hammock. Musicians played a savage rhythm and acrobats performed with frenzied, blood-curdling cries. We exchanged the formal greeting of inquiring into our, our families' and cattle's health and were presently led into the compound for more elaborate hospitality.

A WEIRD NIGHT

Back in the other village, I could not fall asleep for a long time. It was my first night in a native hut in Africa's interior. Strange noises kept me awake; in the stillness every sound seemed exaggerated. Mice or rats tripped across the loam floor; a toad croaked from a corner; lizards ran up and down the walls; bats flitted near my face. The hut seemed to be alive. A small snake fell from the straw roof and disappeared in the darkness. My flashlight never left my hand. From afar I heard the monotonous beating of drums, accompanied by the rattling of gigantic gourds and the whining of flutes. Half-awake, I remembered the weird stories of fetishism and cannibalism in Guinea's darkest sections. Something entered the room, tip-toeing across the floor and approaching my bed. Schott, a hardened colonial, was soundly asleep. Someone was bending over me, I felt—maybe a thief, and I flashed my light—into the white teeth of two dusky slave girls. Our friend, the chief, was probably concerned about the well being of his guests. And now I recalled the parting words of a friend in Paris, experienced with native customs in the Fouta Djallon: "And when you camp in a Peuhl village, *renfermez-vous, mon vieux!* Always lock yourself in! It is a dangerous country." I had not understood him at the time.



Orange trees grow in the center of, also outside, a village



Chief Diallo Alfa Bakar poses with his sons and dignitaries

SIMPLE, SENSIBLE USE OF COSMETICS

HOW the skillful use of cosmetics sensibly applied can do much to improve the appearance is strikingly shown in the accompanying photographs. With colors of powder, rouge and lipstick for every type of complexion, it is readily possible for any woman to utilize them to best advantage. The methods followed by Dr. Rudolph G. Liszt, expert

in make-up, serve as a guide in applying cosmetics.

It is Dr. Liszt's contention that demonstrators do not use enough care in guiding customers to use the proper combination of cosmetics. He maintains that if more individual over-the-counter attention is given, switching of brands by customers would be minimized.

DAUGHTER



PROBLEM

Best features are eyes; next lips; next, nose. Ears rather generous. Problem to emphasize eyes and lips and direct attention away from the nose and to detract from broad jaw.



TREATMENT

Foundation cream or powder base applied carefully over the face. Base spread on with water moist fingers. Mouth given specific shape to detract from rather full jaw line. Light brown eye shadow applied to give animation and depth to eyes—keeping eye shadow away from beneath the eyebrows. Rouge applied diagonally high on the cheeks, not lower than the lobe of the ear. Powder matching foundation cream applied and brushed off.

EFFECT Plain features made attractive and effect is natural. Note how hair is arranged to partly cover the ears and how coronet balances the jaw line.



MOTHER



PROBLEM

Badly plucked eyebrows and wrong use of eyebrow pencil on the eyelids makes the eyes hard looking. Chin too short. Hair line too square, making forehead too high.



TREATMENT

Foundation cream applied. Eyebrows carefully shaped with eyebrow pencil to bring out expression in the eyes. Contour of upper eyelid was followed ending with a slight upward curve. Separate hair lines in eyebrows pencilled in with a sharp eyebrow pencil. False eyelashes added to fringe the eyes. Waves in hair at side of temples eliminated and moved back. Surface powder and rouge applied. Although not essential, mouth widened slightly.

EFFECT A youthful appearance. Softer hair line achieved. An interesting composite picture whereby no individual feature stands out alone.



GRANDMOTHER



PROBLEM

A kind face but marked by wrinkles. Loose flesh and crows feet beginning to show. The flesh falling away from the skeletal structure brings an angular face that must be softened.



TREATMENT

Proper shade foundation cream worked gently into the skin. By separating the wrinkles with the fingers the foundation cream is allowed to cover the smaller shadows caused by the wrinkles. Upper lip widened with a slightly lighter than natural lipstick, being careful not to present a too youthful mouth. Light powder used on nose and chin. Medium shade powder applied to forehead and upper cheeks; darker shade on lower cheeks.

EFFECT Attractive, matronly appearance. Wrinkles and crows feet are subdued, making them practically unnoticed. Effect is natural.



LATEST FACTS ON NEW COSMETIC TAXES

Deductible taxes . . . Tax on actual sales price . . . Payable when title passes . . . Tax refunds for returned goods . . . Tax on imported perfumes . . . Alcohol, glycerine and menthol situations

by ARNOLD KRUCKMAN, *Washington Correspondent*

THE NEW tax on toilet preparations, now in effect, is explained officially by the Bureau of Internal Revenue thus:

SCOPE OF TAX

"The tax of 10 per cent attaches to the sale by the retailer of articles enumerated in Section 2402 (perfumes, essences, extracts, toilet waters, cosmetics, petroleum jellies, hair oils, pomades, hair dressings, hair restoratives, hair dyes, aromatic cachous, toilet powders, and any similar substance, article, or preparation, by whatsoever name known or distinguished; used or applied or intended to be used or applied for toilet purposes); any articles commonly or commercially known as toilet articles. Any article advertised or held out for toilet purposes, or for any purpose for which the articles enumerated in the law are customarily used, will be subject to the tax regardless of the name by which it may be known or distinguished.

"The tax attaches to the sale by the retailer of any preparation used, applied, intended for toilet purposes or used in connection with the bath or the care of the body, or applied to the clothing as perfume or to the body as a toilet article. The fact that any particular product, preparation, substance coming within the scope of this law may have, or be held to have, a medicinal, stimulating, remedial, curative value does not exempt it from the tax, if it is used or held out for use as an adjunct to the toilet or for toilet purposes.

"Shampoo oils and liquids of the so-called 'soap-less' variety are taxable as toilet preparations. Witch hazel; bay rum; bath crystals and salts; deodorants for personal use; hair and scalp lotions; lotions for treatment of falling hair, dandruff, etc.; foot powders; face creams; face lotions; hand lotions; lipstick; rouges; face powders; eyebrow and eyelash mascara; eye shadow creams; eau de cologne; brilliantine and hair oils; baby oils and baby powders; oils, creams, etc., for prevention of sunburn; rose water and glycerine; breath sweetening pellets other than chewing gum or candy; sachets; stain removers for use in removing ink, berry and other stains from the body; nail lacquers, cuticle-removers and softeners; polish removers; depilatories; eye washes; after shaving lotions; theatrical make-up; hair bleaches and dyes; perma-

nent waving solutions; toilet pumice; styptics; pore cleansers and suntan oils; all are examples of the type of article taxable under this section but the exclusion from this list of an article otherwise within the scope of the articles enumerated in Section 2402 will not operate to exclude such article from the taxable class.

FITTED TOILET CASES

"In the case of fitted toilet cases, etc., taxable under Section 3406 (a) (2) relating to luggage, added by Section 551 of the Revenue Act of 1941, the toilet case will not be subject to the tax when sold by the retailer. However, the retailer will be held liable for the tax on the sale of any toilet preparations contained therein, such tax to be based on the usual price. The toilet cases will be subject to the tax imposed by Section 3406 (a) (2) when sold by the manufacturer, producer or importer.

SALES TO BEAUTY PARLORS, ETC.

"Any person who sells toilet preparations taxable under Section 2402 (a) to another person operating a barber shop, beauty parlor or similar establishment shall be deemed to have sold such articles at retail and must make a return and pay tax on all such sales as provided in the law. In any case where the operator of the establishment makes re-sales at retail the operator will be liable for the tax. However, in determining the tax to be paid by the operator a credit may be taken in the amount of the tax paid by the operator's vendor."

TAX PAYABLE WHEN TITLE PASSES

The regulation, Title 26, Regulations 51, 1941, part 320, provides that every person is liable for the tax whether he makes the retail sale directly or through an agent. The tax is payable when the ownership of the article passes from the retailer to the purchaser. It does not matter whether the price is collected or is credited to the account of the purchaser. When articles are consigned, and the consignor controls terms and prices, the consignor, not the consignee, is regarded as the retailer who pays the tax. When the tax is not billed as a separate item, the government will assume the tax is included in the price charged.

A retail sales tax imposed by a state, territory

or other political subdivision, may be excluded from the taxable price only when billed as a separate item; if not so billed the amount of the tax must be included in the taxable sales price. This exclusion relates to state or local taxes imposed on the sale of the article, regardless of whether the vendor or vendee is liable for payment of the tax. Evidence must be presented to show the retail sales tax of a state or locality excluded was stated as a separate charge.

PREMIUMS ARE TAXABLE

Giving premiums for wrappers, labels, coupons, trading stamps or other scrip, is a taxable transaction, and the person giving the premium is considered to be the one who sells at retail. There is no retail sales tax on articles sold to the United States, state, territory, or any other political subdivision; and there is no retail sales tax on articles sold by the retailer for export to places abroad other than Alaska and Hawaii. Previous manufacturers' excise taxes are repealed.

MONTHLY RETURNS

Returns on the taxes must be made once each month, on or before the last day of the month, on Form 728A, in duplicate, under oath, and must be filed with the collector of the district in which is located the taxpayer's principal place of business. Returns must be made whether or not liability has been incurred for a particular month. Taxes must

be paid when returns are filed. The merchant is required to keep records, open for inspection by the Internal Revenue officers, and he is required to keep the records for at least four years. Under certain circumstances the law permits the Internal Revenue officers to demand immediate returns and payment of taxes.

TAX REFUND FOR RETURNED GOODS

The taxpayer is entitled to claim a refund of tax for articles returned by customers. If he makes only partial adjustment, he may secure return of the tax in proportion of the adjustment. Barbers and beauty shop operators who have bought tax-paid toilet preparations "may be allowed a credit against the tax due on the resale in the amount of the tax paid by the operator's vendor." If not paid when due, interest is added to the tax at the rate of 6 per cent per annum. In practice, 5 per cent will be added for every 30 days delinquency, until the aggregate reaches 25 per cent. There is no penalty if return is filed within ten days after notice. The 6 per cent interest is computed from the first day of the ten-day notice until the assessment is paid in full. Willful violation of the law entails \$10,000 fine and one year's imprisonment. Misrepresentation of the tax to purchasers may be punished by a fine of \$1,000.

It should be emphasized that the tax is assessed upon the actual sales price, not the so-called "established" price. For instance, an article usually sell-



Cosmetic counters were thronged prior to October 1 when the sales tax became effective—a scene in a New York, N. Y., store

ing at \$2 may be sold at \$1.50 and the tax would be assessed upon the reduced sales price of \$1.50. Obviously, the sales prices must be true and honest prices, not subterfuges in any sense.

TAX ON IMPORTED PERFUMES

Under the new tax law, Section 533, there is a provision that imported perfumes, under the general classification of distilled spirits, heretofore assessed \$2.25, shall be taxed at the rate of \$4 per wine gallon. The tax on alcohol used in flavoring extracts also has jumped sharply. The alcohol in flavoring compounds is broadly classified as industrial alcohol; but for purposes of taxation, it is classified as beverage alcohol. The rest of the industrial alcohol, more than 96 per cent of the gross total of all industrial alcohol including that used in perfumes and other toilet preparations, is untaxed.

TAX ON FLAVORING EXTRACTS

The industrial alcohol used in flavoring extracts is rated by the Internal Revenue people as averaging 190 proof. The tax on alcohol used for beverages is \$4 per gallon when it is 100 proof. At 190 proof the Bureau of Internal Revenue estimates the tax at \$7.60 per gallon.

ALCOHOL SITUATION

Meanwhile, at the present moment, the supply of alcohol is not considered sufficient by the various defense agencies. The preferred uses recently boosted the price of ethyl alcohol to 54c. a gallon in one instance. Leon Henderson called members of the industry together in the Capitol and secured assent to the agreement that 24½c. was reasonable as a basis to maintain a top price for specially denatured 2B at the works. Twelve classifications were set up ranging from 24½c. to 32½c. per gallon, with various differentials for less than 500-gallon quantities. All alcohol is now under mandatory priority orders, which means the military services, lend-lease countries and other government agencies have first call for complete supply of their requisitions. It is quite probable there will be allocation—rationing—of the balance the rest of this year.

Government authorities seem to be quite certain the scarcity will be replenished by January, and that the industries dependent upon alcohol will be able to obtain sufficient supplies for normal needs. They urge however, that this should not be construed to mean that they can secure a wasteful plenty for unessential purposes. The supply of alcohol is expected to be derived from the 50,000,000 gallons to be manufactured from 20,000,000 bushels of corn contributed by the Department of Agriculture out of the vast stores owned by the government. The production plan apparently has been satisfactorily arranged by those in charge.

GLYCERINE PRICE RISE INVESTIGATED

Producers of glycerine met at OPM during September, under the chairmanship of Dr. Theodore J. Kreps of the Chemicals Section of the Price Division. The consensus was that the steep price rise

the past six months, over 100 per cent, was not justified. It was brought out that the supply of both crude and refined glycerine is adequate, and that several oil companies and chemical companies have facilities for almost illimitable production of synthetic glycerine. The price ranges discussed at the meeting varied from 7½c. to 16c. The tendency to jockey the prices led to the suggestion by the OPM people that it might be wisdom to place a ceiling on the prices during October. Meanwhile, the industry is being surveyed by the government agents. It is expected a very complete picture of all aspects of the situation will be available in November. In 1939 census reports, crude glycerine produced totaled 184,476,395 pounds. Late in September ceiling prices were placed on bulk sales of acetic acid, after a meeting with representatives of the trade. Effective Sept. 29, a maximum price of 7¼c. per pound was fixed for acetic acid of wood origin, and 6¼c. for synthetic acid. Freight in excess of 32c. per hundred pounds may be charged to buyers in case of acid of wood origin. F.O.B. prices ranging from 3.18c. to 8.70c. per pound were stipulated for various concentrations of technical and pure acetic acid, wood or synthetic, in barrels or drums in carload lots. For USP grades, maximum prices of 10¼c. and 13½c. a pound may be charged. Sales of 3,000 pounds or more per month must be reported to OPA accompanied by a sworn statement of compliance.

MENTHOL PROBLEM STILL UNSETTLED

The menthol problem is still unsettled. Several conferences have produced the program to circulate a questionnaire which will reach all importers, brokers and dealers in citronella in order to obtain a complete inventory of the material. This is to be followed, in theory, by allocation of citronella. The general idea in the Capitol is that the plan is not practical from any standpoint in relation to citronella. In fact, the whole system of priorities appears to be nearing collapse. Rationing is regarded as certain. This means that the government will take over control of raw materials and act as the control source which doles out the materials to manufacturers. The general idea is that ration cards may be issued to the consumer for those products that are very scarce. Meanwhile, however, the non-defense industries are assured that they will receive more raw materials to support non-defense activities, in order to prevent the general collapse of a large part of the national economy, which seemed to be impending.

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Wanted in Sales Managers

DR. HARRY TOSDAL, professor of marketing at Harvard University, made a survey for the New England Sales Management Conference to find out what salesmen think of their sales managers.

The principal complaint of salesmen was that their sales managers do not spend enough time with them in the field. They also complained of being required to make out too many reports. They asked that the bulletins which sales managers send to them be made shorter and more factual, with less inspiration and more information. The salesman's idea of the qualifications most to be desired in a sales manager were as follows:

1. Knowledge of his job
2. Ability to lead
3. Intelligence
4. Integrity
5. Selling ability
6. Enthusiasm
7. Humanness
8. Tact
9. Sense of purpose.
10. Organizing ability.

The survey also brought out the pet peeves which salesmen had concerning their sales managers. They don't like sales managers who are stuffed shirts. They turned thumbs down on the sales manager who poses as a "big shot" and tries to impress salesmen with his importance. And, of course, they detest the sales manager who is insincere and who looks upon selling as a "racket." They want a man they can respect and look up to as a leader. Salesmen feel there is too much of a tendency on the part of sales managers to scold rather than to offer constructive suggestions. The salesmen also want a sales manager who will stand up and fight for his men when necessary.—*American Business*.

Defend Your Rights

MANUFACTURERS who follow the path of least resistance and sign FTC stipulations instead of "fighting for their right to do business" inflict incalculable harm on all advertising, in the opinion of Henry Ward Beer, president of the Federal Bar Assn. for New York, New Jersey and Connecticut and former trial counsel for the Federal Trade Commission.

Mr. Beer discussed some of the complexities of FTC proceedings in connection with his forthcoming two-volume treatise on this subject.

Although the government's efforts to clean up false advertising deserve encouragement and cooperation, he said, "if you have an honest product and can support your contentions by substantial evidence, you do great harm to yourself and your whole industry if you do not intelligently defend your right to engage in lawful business.

"It is the fighter who makes the law of the land and commands respect of government officials. The constitution has given you the right to your day in court. Take that day to tell your side of the case if you believe you are right. It might be that all

the government can prove is suspicion and hearsay. That is not the 'substantial evidence' required by law. The government has no right to force a good product off the market, and it will not do so if you know your legal rights and insist on them."

Mr. Beer pointed out that in court proceedings involving advertising claims challenged by the FTC, expert testimony is frequently a vital factor in the case, and conflicts between experts introduced by the commission and by respondents conspire to complicate the issue. He remarked that the Supreme Court has held that where experts honestly disagree as to the effectiveness of treatments, and where a question of opinion and not of fact is involved, no fraud can be charged.

As an example of a manufacturer's courage in fighting through an FTC complaint, Mr. Beer cited a recent case involving Lutin tablets, a remedy offered for feminine ailments. In the district court, he said, government doctors testified that the product had no therapeutic value, while experts representing the respondent described extensive experiments they had conducted, indicating that the remedy was valuable. The court ruled in favor of the defense. The case is being appealed by the commission.

He predicted that "the time will come when courts will hold in FTC and food and drug cases, that when there is an honest difference of opinion among experts as to the value of a food or medicine, the charges of fraud and unfair methods of competition will not be sustained."

Production Planning

THE importance of thorough long range planning often has been stressed in these columns. The advantages are manifold. Of particular advantage at this time is the increased efficiency resulting from fewer size changes on packaging equipment if only one specialty is produced. Fewer complete equipment clean-ups and change-overs will result if several products are handled in the same manufacturing equipment and/or on the same packaging line. Even wear and tear on the equipment itself can be minimized.

Intelligent production planning is also reflected in less confusion, lost motion and duplication of effort on the part of the employees. As progress is made it will be reflected in more stable and regular employment for the hourly workers. This in turn is bound to bolster morale and esprit de corps which is highly desirable at this time to minimize labor turnover, when the employer's labor market generally is being replaced by an employee's one.

A Poor Skin

A POOR skin does not mean a poor constitution. Some skin diseases or blemishes are found in the healthiest of people. Some skin troubles are local to the skin. Others reflect a temporary or physiologic reorganization of the glands, as when childhood passes to youth.—*Dr. Herman Goodman*.

THE GOSSIPING GUIDE TO THE NEWS

New substitutes in packaging . . . Label and paper box prices rising . . . Deliveries likely to be slower . . . Record Christmas business ahead . . . Foreign inquiries

by RAYMOND W. LYMAN

WHEN watching the business men of O.P.M. struggle to keep small business going, one can't help feeling sorry for them. In the main they are high-salaried men loaned by industry. Shorthanded, needing twice as many on their staffs, these men work far into each night, trying to abolish bottlenecks and endeavoring to keep business rolling. Other government bureaus snipe at them and they must bear the brunt of political name-calling unless a far-sighted electorate refuses to allow business itself to be made the goat of an attempt to save political bacon. Instead of these executives resigning in disgust, this reporter would like to see the men of O.P.M. insist on larger staffs as well as carry their case to the people. *A political revolt is in the making*, without doubt—a revolt against politicians of both parties. The revolt will be heeded for no politician wants to be held responsible for the forthcoming enormous dislocation of small businesses. One should watch the scramble to get out from under responsibility for the debacle in the next thirty days. Also one should watch for some complicated maneuvers on the part of politicians in trying to stem the rising tide of small business failures.

DELIVERIES TO BE SLOWER

A. J. Weisberg, of the *Comet Envelope Co.*, says his supplies are coming in with only two weeks' delay at the present time although he expects deliveries to take from three to four weeks within the next thirty days. Cellophane and pliofilm are almost abreast of current requirements. Cambric binding, however, is almost double in price. Some manufacturers in the latter line are trying to correct previously low prices. Imitation glassine paper, which always sold at a low figure, has been discontinued by many houses and the 20 per cent increase by the houses still offering it is the price at which Mr. Weisberg believes it should always have been sold.

Making a strenuous effort to keep prices level, he asks plaintively: "How can we put a ceiling on prices if wages continue to go up?" His firm has paid a wage increase of some 20 per cent this year, yet the net profit was only 1.7 per cent. On what basis can trading continue unless a profit is shown? If industry is asked to put a ceiling on prices, then wages and farm products must also be frozen at

current levels, according to Mr. Weisberg's view.

Although South American inquiries are heavy at this time, the firm is following the policy of taking care of its own backyard first. Despite being anxious to develop markets, the executives of the company believe their regular trade must be accommodated first; otherwise they'll fall between two stools and in the end lose both foreign and domestic trade. The foreign market looks very bright just now but Mr. Weisberg warns: "Be sure credit is carefully investigated and don't over-expand to take care of foreign business you'll lose when war ends."

Miss Lilian Mayle, *Cyclax of London*, is proud of the sturdy English air of the Cyclax bottles and packages. The line includes two liquids and two creams whose formulas date back to the beginning of the Victorian era. The firm stresses the use of soap and water once a day but believes that scrubbings twice a day are too drying. So a cleansing blend of oils is recommended for removing dirt and grime at night. The firm's chemist, who came over from England with the formulas, has the trying job of keeping ahead of priority withdrawals and making necessary experiments far enough in advance to enable him to substitute something "just as good" at a moment's notice.

EMPHASIS IN ADVERTISING

Miss Mayle believes in selecting her advertising mediums with care and then pounds away at her chosen market. "No one except competitors is interested in the size of space you take," she remarks. "But once you choose a medium, drive the same message home issue after issue. That's the only way to get results from advertising." To which this reporter might add that if he were the advertising manager of the firm, he'd tour Miss Mayle so the Cyclax customers could see her flawless English peaches-and-cream complexion. The old adage, "the proof of the pudding, etc.," still holds good. Unfortunately, so many of the business women connected with cosmetic houses are so



Lilian Mayle
Cyclax of London

driven that they've blotchy and unsightly complexions. It probably has nothing to do with the products but this reporter would certainly pretend it had if he had such material with which to work.

SUPPLYING CUSTOMERS' NEEDS

Executives of *American Coating Mills, Inc.*, believe they can see a stabilization ahead of prices until the first of the year. Deliveries to old customers run 70 to 80 per cent of normal. Where a business has increased up to 20 per cent over last year, they make every effort to supply the customer but they don't believe in demands over that figure. Most suppliers, they say, are working along much the same lines in an attempt to reduce hoarding possibilities and undue dislocation of small customers' needs. They believe that in the future many things will be packed in cardboard, which now appear in metal or plastic containers.

Cecil Smith, president and production manager of *Yardley's*, recounts an anecdote which pointedly describes the present worry over scant supplies. A number of years ago, a small group of men set out to corner the black pepper market. At first it seemed they were successful. Prices soared. But they had forgotten the fact that the natives kept little bags of pepper under the floor boards, as good as gold for exchange. When the prices soared, these little hoards came out of hiding and were placed on the market. Scarcities were broken and the market went back to normal.

CARDBOARD CARTONS IN ENGLAND

No matter how scant the apparent supply, Mr. Smith says that "if you look hard enough, you'll find what you want." Regarding items on priority lists, Mr. Smith believes that research is showing more ingenuity every day in finding substitutes.



Cecil Smith
Yardley & Co.

A plain cardboard container, much like a milk carton, was being shown around the Yardley office. It had just arrived from England and it indicated the extremes to which a war-time country has to go in packaging. No such simple package can be imagined as necessary in the United States because

present resources assure colorful printing at any rate. Endless searching out of substitutes is the lot of the present-day production manager and his refusal to be stumped by any problem is certainly a tribute to American ingenuity.

PRICES RISE ON LABELS, CATALOGS

The Quality Printing Co. reports a 15 per cent price rise on labels and a 20 per cent price increase on catalogs. It suggests the simplification of booklets, fewer pages, more pungent copy. Regardless of paper prices, this seems like a good idea.

Fred Bettiol, production manager of *Charles of the Ritz*, has an unusual method of working with

his suppliers. Assuring them that he won't hoard materials, he buys what he needs as he goes along—allowing for the normal increase in business. This works out so well that he believes more firms should try the voluntary rationing method. Even those items on the priority list are rationed in proportion to the individual needs of the firms, so why go into the open market to buy at a premium?

NEW SUBSTITUTES IN PACKAGING

Mr. Bettiol's desk is covered with samples of new substitutes. Wood is enameled and used for a top instead of a plastic in scant supply. Another plastic, which is plentiful, is being tried out for certain types of containers. Because it is porous, Mr. Bettiol is suggesting a spray with which to line it. If that doesn't work, he'll persevere until he finds a solution. Present packagings will have to suffice until the war is over, he says, but that will only serve to point up the ingenuity of artists and production staffs. As far as the public is concerned, it won't know the outline of the package is the same; tops, labels, colors, in fact everything, can be different. Yet, during this same period, Mr. Bettiol thinks research on new packaging materials should go forward so that the moment it is possible to release a new package, something different will be ready for the market.



Fred Bettiol
Charles of the Ritz

HEARD HERE AND THERE

Cardboard boxes will continue to rise in price. A number of substitutes are being considered. Priorities have been eased on most plastics. A record Christmas business is expected and packages are unusually attractive. The New Dealers now in the saddle at O.P.M. may go conservative and take the credit for saving small business, which would be a clever political move. If this rumor is true, one may look for a release of supplies all along the line within the next thirty days. This doesn't mean that hoarding will be allowed, however; on the contrary, the small man may be supplied from goods laid away for '43 by the large firm. A house-to-house canvass of inventories is now under way.

ADVICE ON SOUTH AMERICAN MARKETS

J. J. Clarey, of *Bristol-Myers Co.*, has sound advice to offer on exporting problems. Many years in foreign markets have shown him the necessity of consistent advertising. In South America, particularly, he believes that "in and out" advertising is useless. Constant pounding is essential. The ad doesn't necessarily have to be large; in fact, a series of small ads is far better in most countries where a "tight" paper is the rule and a large ad only cuts into vital news space.

The product must be kept at a high level to secure the foreign market against competition. If manufactured locally, the quality must be carefully

watched so it is kept at the same high level. If made in the United States for export, he advises firms to be sure that any substitutions made in the formulas are researched far enough in advance so the product is fool-proof when offered in the foreign market.

STUDY FOREIGN MARKETS

Other suggestions by Mr. Clarey include: Make a local study of the market before setting the price. Reach as many people as possible with your product. Wishful thinking from a desk in the United States will never work out when the product is confronted with foreign competition. Instructions on packages should not be polyglot, except in an unusual case such as South Africa where there are two official languages. Long experience has shown that people invariably lean toward a package advertised and printed in the local dialect.



J. J. Clarey
Bristol-Myers Co.

The Bristol-Myers Co. believes in making a major effort in any market into which it goes. Newcomers, trying to develop an export trade, will do well to contrast the results of a spotty trade market with the remarkable results gained by intensive cultivation of a given field.

SECRETARIES GET BEAUTY HINTS

The Moon Secretarial School, New York, N. Y., is offering a tie-in with the *Richard Hudnut Success School*. Graduates who hitherto were unable to find good jobs will be envious of the current students because Richard Hudnut is making personal analysis of each girl's type, figure and posture defects, voice and speech etiquette. To this is added an individually planned diet, instruction in the care of the skin, correct use of make-up, hair styling, clothes coordination and finally an individual coiffure.

The school believes that this service will cinch many a job now lost, advance graduates faster in organizations in which they become employes and give the young women mental and physical poise.

AGRICULTURAL EXPERIMENTS

William J. Haude, entomologist for *John Powell & Co., Inc.*, describes the work of the Department of Agriculture with farmers, even during the present emergency. He reports that the department is making real strides forward in its efforts to stimulate home plantings of imported insecticides. A strain of pyrethrum has been developed, which will mature so a whole field can be harvested simultaneously, and a machine for harvesting has been perfected. The cost of harvesting this small flower by hand is obviously prohibitive in a country where labor is such an important item. Dr. Robinson at the University of Oregon's experimental station has been working on a high-nicotine tobacco which also shows great promise. Farmers are also being encouraged to work on experiments with derris and cubé powders which now come from the East

Indies and British Malaya and from Brazil and Peru, respectively. Extensive tests with the family Tephrosia are being made in Texas, Arizona and the arid Southwest regions. The toxic qualities of the plant are being increased by breeding and it is hoped that this may prove to be the answer to the present importation of derris and cubé powders inasmuch as the Tephrosia family contains a large proportion of rotenone. Many castor bean plantations are also being cultivated in the South for active commercial usage. As priorities increase, Mr. Haude believes that the National Farm Chemurgic Council will have to be even more active than now in its search for substitutes.

Million Unwaved Heads

ASIDE from all the weightier units such as curlers, drying machines, etc., aluminum and its compounds are important in hair waving pads. Perhaps a million unwaved heads may provide another airplane; a casual calculation suggests that amount constitutes a saving of 20 tons of the new precious metal that would have been used in the exothermic pads alone.—*Chemical Digest*.

Price Fixing

IF THE Administration really intends to control prices, why isn't it trying to apply some of the lessons learned by two years of price fixing in Great Britain since the war began?

Government control over there has failed, according to Wyn Williams, an Englishman, in the *Nation's Business*. The index of retail prices of the British government's Ministry of Labor showed a rise of 43 points during the first 20 months of the present war, against 35 to 40 points during an equal period at the beginning of the first World War, when government control was not attempted.



"Some man from the federal government is here—and wants to know how come we're still doing business!"

desiderata

Comment on interesting new chemical developments and their application in the creation and manufacture of toilet preparations

by MAISON DENAVARRE



Cement Stain—A new stain for cement floors penetrates deeply into the floor. As the cement wears down, it stays the same color. The stain is applied by a new method which also renders the floor dust-proof. It comes in four colors. The top coat is glossy, similar to enamel but resists moisture, lime, alcohol, gasoline and other common chemical materials.

High Melting Wax—A high melting amorphous paraffin wax, with a melting point as high as 165° F., is available from a California oil producer. It is fully refined.

Alginates—Another company is now offering alginates of sodium, potassium and ammonium. These products can be used for all purposes. Incidentally, the alginates are very interesting gum substitutes . . . in case you didn't remember.

Supplies—The industry as a whole continues to get most of its needed supplies, but the future promises to be more difficult. Already the suppliers of certain materials have indicated to their sales forces that *after* all the other industries are taken care of, the cosmetic industry is to be served.

The country as a whole must scrape and save if it is to succeed in the defense effort. However, to have certain people receive favors is not quite democratic, to say the least. The cosmetic industry is going to contribute a big slice of taxes, and if it is to

survive the war, it must be given proper consideration by the politicians in Washington. Now more than ever the manufacturers of toilet articles must organize and present their story to the responsible Washington departments. Not just the story of a favored company or a few companies, BUT THE WHOLE INDUSTRY. It was pure selfishness on the part of individuals, companies, groups and political parties which aided and abetted the confusion now existing in Continental Europe. Let US take a lesson from it. Stretching a one base hit into a home run usually finds a player caught off base—and out he goes.

New Beeswax Refining—A new method of refining beeswax, making it white without bleaching by either chemicals or sunlight or both, may become available in the near future if current experimental work is concluded satisfactorily. By this method, difficultly bleached beeswax is just as easily handled as if it were already bleached, resulting in a product superior to common bleached beeswax.

Face Mask—In view of the tin tube crisis, makers of face masks might find it advantageous to stop making the paste mask and blend a mixture of powdered materials, packaging in jars, and letting the user make a paste with milk or skin freshener or water, at the time the mask is to be used. Interesting for this purpose would be a mixture of an alkaline

agent in dry form with powdered almond meal. You might even add some bentonite. You could do a lot more with a dry mixture for home use than you can with a paste. Just think of the headaches in maintaining plasticity that are gone, among other assets.

Saving Alcohol—The toilet goods industry is a small user of alcohol. Even so, it must cooperate with the rest of the nation in the defense effort. One means of cutting down on the amount of alcohol used would be to make a more concentrated toilet water, half as concentrated or slightly less than ordinary perfume, perhaps an 8 per cent solution instead of the usual 2 or 3 per cent solution. That would release a lot of alcohol for other toiletries uses. If you are making a hairdressing containing 20 per cent castor oil in 80 per cent alcohol, you might figure out another way of using the castor oil. After all, it is the castor oil that does the trick in keeping hair in place, and it can be dissolved in alcohol, or other medium, or even suspended. I did say *suspended*.

Paper Waste—Most factories already have utilized waste paper by selling to scrap paper dealers. If you have not been saving scrap paper, better do it if we are all going to stay in business. Save newspapers, boxes, office waste paper and any other paper refuse from which paper can be made again. Above all means, save rags.

Triethanolamine Substitutes—While the company holding the monopoly on the manufacture of triethanolamine in this country is causing no end of grief to users of triethanolamine, it might interest one and all to know that interesting emulsions may be made from certain aminohydroxy compounds with equal or superior properties. In fact, in a

comparative series of skin tests made by unimpeachable authorities, triethanolamine soaps were found more irritating than soaps of one of these new aminohydroxy compounds. The combining weight being lower, it takes less of the new compounds to do the job. Unfortunately, production of these new compounds is practically already used up, but there is some promise of further quantities to be made available after the first of the year. It wouldn't hurt anyone to have a satisfactory substitute for triethanolamine, just in case.

Meanwhile, if you cannot get either triethanolamine or the above mentioned aminohydroxy materials, remember that soaps of sodium and potassium were known long before triethanolamine came into being, and they rendered good service, too. They can again today.

Water Soluble Perfume—It will be money well spent to find perfume solvents which can produce a perfume solution without the use of alcohol. Alcohol headaches are already upon us—and we are not at war . . . yet. Soap and soap substitutes will dissolve some perfumes. A combination of certain available solvents, water and a soap substitute might be made to work almost as well as alcohol. Of course, if you are making toilet water, the smart thing is to switch to perfume as quickly as you possibly can. The next thing is to make a slightly less concentrated perfume, thus using eight ounces of perfume compound instead of a pound per gallon.

Research

QUITE aware of its responsibilities to customers, the Bristol-Myers Co. each year provides in its budget for a substantial appropriation to be applied to research work.

Our general research program enters the fields commonly known as industrial or product, professional or clinical, and market or consumer research. The work is done by our own laboratories with a staff of qualified chemists, by outside research workers through the establishment of fellowships, and by the employment of research organizations. Control and coordination of the activities of these various research units are a major responsibility of our executive staff.—
Lee H. Bristol.

QUESTIONS & ANSWERS

362. Non-Irritating Cream

Q: Please publish a formula for a hair straightener in cream form and also a face cream that will not irritate the skin. The cream is to be used in conjunction with the hair straightener to prevent it from irritating the skin. I. L., N. Y.

A: The only hair straightener we know of is a combination of chemicals that practically liquefies the hair and is, therefore, dangerous. Some patents have been taken out to cover compositions of matter suitable for use as hair straighteners. These products are too dangerous to handle and we, therefore, must decline the opportunity of describing them to you. In regards to a cream that could be used in conjunction with such a hair straightener to prevent it from having an action on the skin, we would suggest that you use a cream high in mineral fats. Even delicately scented petrolatum would work satisfactorily.

363. Shampoo Film

Q: Please send a source of supply of the soap called Bocabella. We are having trouble with our shampoo leaving a heavy film on the hair. Have you any suggestions? What we are trying to find is a mild shampoo for the hair. K. P., Ohio.

A: In a separate letter we have advised you regarding the trade named soap you mentioned. All shampoos based on soap will leave some film on the hair if used in hard water districts. One way of minimizing the amount of film left is to make your shampoo quite alkaline. Another way is to use a soap substitute, commonly referred to as wetting agents. These have been described in THE AMERICAN PERFUMER Bulletin on Wetting Agents and have more recently

been evaluated as foaming materials for bubble baths by F. Mittelstadt, whose article appeared in the June issue of THE AMERICAN PERFUMER. The list of trade named products described in the article are available on request. While this article deals with bubble bath products, the findings are applicable to shampoo because one of the fundamentals in shampoo formulation is the production of a large quantity of foam when used in combination with fillers and diluents.

364. Permanent Waving

Q: We are in need of one good oil permanent wave solution and one good permanent wave solution that has no ammonia smell whatsoever. We trust your chemist has such formulas and we would appreciate receiving the same. R. L., La.

A: It is difficult for us to give you formulas for the reason that the solution will vary with the hair upon which it is to be used as well as with the system of waving. You no doubt know that formulas intended for general use have produced only moderately good results. The following formula contains ammonia and is based on the analysis of one of the best known and most successful permanent wave solution on the market:

Borax	4 parts
Strong ammonia water	
	20 parts
Permanent wave oil	2 parts
Water q.s.	100 parts

For a complete discussion of the permanent waving art and formulation of preparations for use in permanent waving, read the chapter on such preparations in *The Chemistry and Manufacture of Cosmetics*, written by our Technical Editor. The book is just out and may be obtained from THE AMERICAN PERFUMER.



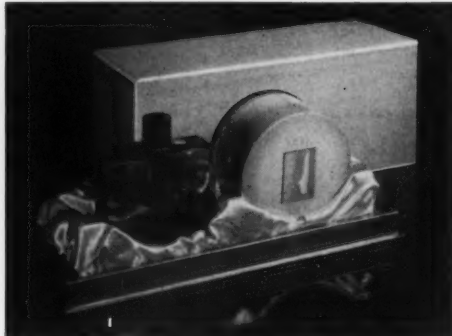
MARY CHESSE: A leather case holding two flacons of perfume comes in several colors.

MILKMAID: A terry cloth bath mitten and two mitts are filled with soap with a milk base.



CIRO: Horizon colors and a soaring bird stopper feature packaging for this new perfume.

ASSOCIATED DISTRIBUTORS: Tabu cologne and dusting powder are combined in a gift box.



GOURIELLI: Grey and white apothecary jars, with the firm's crest, hold men's products.

CECIL PAGE: Gardenia toilet water, sachet come in turquoise and beige striped boxes.



Packaging

P O R T F O L I O

HOUBIGANT: Chantilly perfume is one of four items in this recently launched odor.



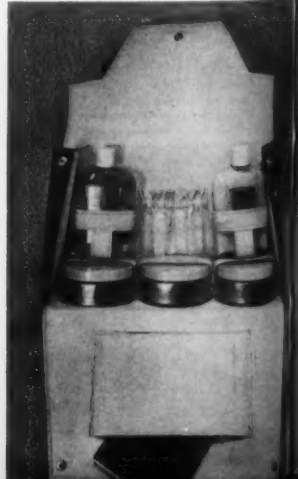
PRIMROSE HOUSE: House-party Smarty, a weekend kit, contains seven beauty preparations.



CORDAY: Possession perfume and matching eau de toilette are offered in a red and silver case.



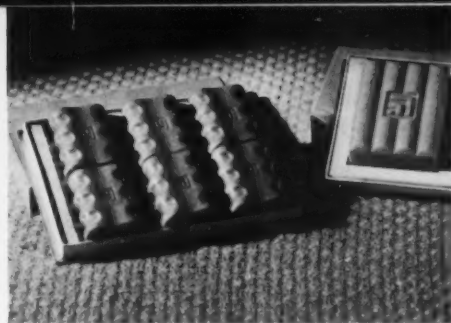
JEURELLE: Seventeen's new purse-type travel kit has a drop front, holds five items.





BOTANY: A music box, which plays when the lid is lifted, holds creams, soap, lotion.

YARDLEY: Quadruple Vanity is oblong with gold finish, decorated with Pegasus design.



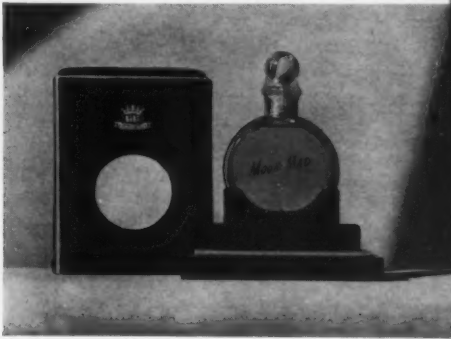
LUCIEN LELONG: New soaps take their designs and odors from Whisper or Carefree lines.

EDEN CO.: Recamier perfume is packaged in green and gold. Distributed by City of Paris.

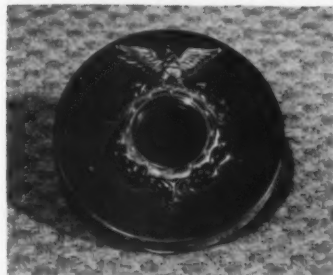


TUSSY: Silver and white bands, with green bows, decorate the Silver Stripe bath items.

LILI: Moon Mad perfume packaging gives the illusion of an amber moon in a blue sky.



◀ **DOROTHY GRAY:** Lady in the Dark perfume, for wear with furs, is boxed in pink velvet and topped with a fur pompon.



◀ **HENRIETTE:** A tiny Federal mirror decorates the cover of this golden compact, available in a round or square case.

FERD. MULHENS: Soap Chest ▶ contains 12 assorted cakes of bath and toilet soaps and a bottle of 4711 eau de cologne.



ELMO: Honeysuckle items appear in a new dress: yellow dominates the flower design and the background is grey and pink.



◀ **BABS CREATIONS:** The new Blossomscent line contains cologne, soap and body sachet. Six cologne odors are offered.



◀ **PARFUMS ROMANCE:** A pink figurine provides the setting for "Tales of Love" perfume, topped by a clear cover.

ELIZABETH ARDEN: It's You ▶ perfume comes in a new package and is joined by dusting powder and Flower Mist in this odor.



SHULTON: Early American ▶ Pine is a new scent in bath accessories — soap, bath oil, bubble bath — offered by this firm.





EDITORIALS

INSURANCE AGAINST THE FUTURE

BUSINESS may write an insurance policy against an uncertain future. Preparedness for peace is just as sound a policy for a company as it is for a nation. "The further a company delves into defense manufacture," warns R. D. Dodds of the Truscon Steel Co., "the further it separates itself from its normal channels and the more difficult it will be to effect readjustment later." For that reason business should now consider its distant future and take definite, constructive measures to lessen possible inroads of coming depressions. Now is the time to lay post-war foundations. If priorities obviate deliveries, advertising should be slanted along new lines. Customers should be kept informed as to products, prices and deliveries. Brand names should be protected even if their present sale is impossible and the consumer should be given concrete facts as to why the products cannot be sold. Now is the time to modernize, to prepare for the day when salesmanship will once again be a prime factor in the maintenance of business.

A STEP TOO FAR

WHILE it may have been a trial balloon or intended for some propaganda effect, there is no doubt that Secretary of the Treasury Morgenthau's proposed six per cent limitation on profits was received with dismay by business men generally. This feeling was aptly expressed by the New York Board of Trade as follows:

"It warns in definite and dramatic manner that American citizens must make cool appraisal of the forces that are in operation and the destiny to which Democracy appears to be directed.

"By a strange coincidence this news was received on September 25, celebrated as Bill of Rights Day. By what irony of fate does the advocacy of state socialism fall on the birthday of democracy?"

By curtailing and perhaps destroying the motive of free enterprise in this way, the government, it is pointed out, would be called upon to further expand its own economy. Then, too, the tax would be an almost insurmountable obstacle to starting new industries and would offer no rewards for operating efficiency. And, it is added, it would be

a confiscatory tax on property and be a very real dead-end street to American youth. As a revenue producing measure, it is likely to be fantastic for there would be little reason for anyone to work beyond his allotted six per cent return. Though clothed in the garb of National Defense and under the all embracing banner of Emergency the proposed measure, it is stated, has no sound precedent. Finally, as Arthur Snyder, president of the association, points out, "if we must sacrifice the sound and basic principles that have made this country great, such decision should be the voluntary choice of a free and enlightened people—and on this issue alone."

There is a feeling that the purpose back of such a radical profits limitation plan is the veiled desire to substitute government for private enterprise on a growing scale. If the profit motive is weakened to the point where it ceases to be the motive power of business that may come about.

JOBS FOR RELEASED SOLDIERS

YOUNG men who are drafted into the army are called upon to make greater sacrifices than anyone else. When they are called, they have no choice in the matter; they must go. In most cases this involves giving up a job for which they have worked hard and in many instances losing considerable money from a lucrative position or from a business that may have to be abandoned. They are compelled to undergo a way of life that in many instances is highly distasteful to them. That they do so cheerfully is a tribute to their patriotism. To them utmost consideration is owed by those who are not called upon to make similar sacrifices; and this applies particularly to former employers. While the selective service system put into operation a carefully studied and organized reemployment program, it is idle to deny the fact that it will not operate successfully unless employers give their full cooperation. While under the law they are required to restore positions to former employees in the draft, there are loopholes to which an employer may resort to avoid doing this. The least return that should be given to returning soldiers should be the opportunity to resume their civilian status as it was when they were drafted.

Flavors

BROADER USE FOR SYRUP OF CRANBERRY*

Properties and pleasant flavor warrant attention as the source of a potential pharmaceutical vehicle

by J. A. LUBITZ, C. R. FELLERS
and J. A. CLAGUE**

ANY attempt to minimize a patient's discomfort and resistance to unpleasant medications is a worthy one. The increase in the number and use of efficient vehicles at the physician's service will eventually neutralize present objections to ill-tasting medicines. The trend to the use of true fruit flavors in pharmaceutical vehicles is a meritorious one. The popularity of syrup of cherry, *N. F. VI*, well illustrates this trend as does the investigation conducted by Mason¹ on grapefruit syrup and Fantus and Dyniewicz² on pineapple syrup.

Because of its national distribution, low cost, attractive color and pleasant flavor, the cranberry,

Vaccinium macrocarpum, in the authors' estimation, warrants attention as the source of a potential pharmaceutical vehicle.

REVIEW OF LITERATURE

Production—The cranberry is grown principally in Massachusetts, New Jersey, Wisconsin, Oregon and Washington. Its active marketing season extends from September to January, though cranberries are often available during winter months. The annual crop is about 50,000,000 pounds. The retail selling price is variable and depends on the total production, but is usually from \$6 to \$10 a barrel of 100 pounds. At retail the cost varies from 7 to 15 cents a pound.

Cranberry Syrup—A cranberry syrup for beverage purposes was produced commercially in this coun-

*[Reprinted from the *Journal of the American Pharmaceutical Association*, Scientific Edition, Vol. XXIX, No. 7, July, 1940.]

**Contribution No. 366, Massachusetts Agricultural Experiment Station, Amherst.

Scoops, whose protruding tines rip cranberries from their stems, are used by pickers who average 10-20 bushels daily

Photos—American Cranberry Exchange



try in 1895 under the name of "Ruby Phosphate." This was produced at Wareham, Massachusetts, by B. P. Waters and R. C. Randall, local pharmacists, and enjoyed a moderate sale.

Constituents—The pure cold-pressed juice according to Rice, Fellers and Clague³ has the following percentage composition: soluble solids 6.7, pectin (alcohol precipitate) 0.13, titrable acidity calculated as citric acid 2.60, ash 0.16 and astringency (tannin) 0.5. The pH of this juice is 2.4, and the specific gravity is 1.058.

Isham⁴ determined the nature of the acids in cranberries. The average amounts of the acids in the Early Black variety expressed as per cent are: citric 1.1, quinic 1.0, malic 0.26 and benzoic 0.065. Nealy⁵ has recently reported the presence of ursolic acid from cranberries. This substance has been used in medicine to a limited extent.

Morse⁶ found the percentage composition of the ash to be: potassium oxide 0.068, sodium oxide 0.003, calcium oxide 0.018, magnesium oxide 0.009, phosphorus pentoxide 0.019, sulfur 0.005, chlorine 0.004, iron 0.00022 and manganese 0.00057. Rice, Fellers and Clague³ found 0.00036 per cent of total iron in Early Black cranberries. The copper content varies widely, but Massachusetts cranberries contain approximately five parts per million. Isham and Fellers⁷ found that fresh cranberries are a good source of vitamin C with 70-100 International units per ounce. The vitamin A content is from four to seven International units per ounce. Vitamins B, C and D are only in negligible amounts, if at all, in cranberries.

The anthocyan pigment responsible for the red color of cranberry juice is idæin, according to Willstätter⁸, who isolated it from the German wild cranberry, *Vaccinium vitis idaea*. Tin and to a lesser extent iron containers and utensils discolor cranberry juice and darken the color first to purple and then to a brownish black. Nickel and copper also cause a slight darkening of the juice. Aluminum has no observable effect on the pigments. Long storage in flint glass bottles in the light will gradually cause the color to fade with the formation of a dark precipitate.

EXPERIMENTAL WORK

Method of Preparation—Heat extraction of cranberry juice, though giving a higher yield, is impractical for pharmaceutical use as the pectin extracted would cause the finished syrup to jell. This could be obviated, of course, through the use of a pectin-destroying enzyme such as the commercial preparation known as Pectinol (Rohm and Haas), but the time and expense to the retail pharmacist does not warrant the use of this method. Therefore, only cold extraction methods were used in the investigation.

There were two procedures followed in compounding a cranberry syrup. In the first method 900 gm. of cranberries were ground to a medium fineness in a food chopper, allowed to stand for one-half hour, strained through four layers of cheese cloth and filtered through coarse filter paper. The yield was 450 cc. of juice (clear and sparkling). The juice was then brought to a boil, removed from the flame and 850 gm. of sucrose were dissolved in it. When cool the

surface scum was removed, and the resulting syrup measured 950 cc.

The second method tried was similar to that given for syrup of cherry in the *National Formulary*, sixth edition. Cranberries were crushed in a food chopper, one-tenth per cent benzoic acid was added and the mixture was allowed to stand at room temperature for two days. Then the juice was expressed through four layers of cheese cloth and filters through filter paper. The filtrate was brought to a boil, and 850 gm. of sucrose were added to each 450 cc. of the juice. This was allowed to cool slightly, the surface scum was removed, and 20 cc. of alcohol were added to each liter of syrup.

Syrup of cranberry prepared by the first method possessed a beautiful ruby color, the characteristic delicious cranberry flavor and a mild, pleasant aroma. This syrup when mixed with one-half its volume of alcohol showed no turbidity, indicating the absence of pectin and compatibility with alcoholic medicinal preparations. It has retained its clarity, flavor and color for more than three months, the storage being in a well-lighted (sun) cabinet at room temperature.

On cooling, the cranberry syrup made by the second method, changed into a semi-solid jell. As stated previously, jelling could be avoided by removal of pectin from the juice by means of Pectinol. The first method for preparing cranberry syrup is therefore preferable and this is the syrup referred to in this paper. The jelling of syrup manufactured by the second method was thought to be due to extraction of pectin attributed to the acidity of the juice and the long maceration period.

Organoleptic Tests—The cranberry syrup was compared with syrup of cherry, *N. F. VI*; syrup of raspberry, *N. F. VI*; syrup of citric acid, *U. S. P. XI*; syrup of orange, *U. S. P. XI*; and simple syrup, *U. S. P. XI*. Table I gives the results of taste tests made on the six syrups:

TABLE I—RELATIVE PALATABILITY OF PLAIN FLAVORING SYRUPS—SCORE SHEET

Sampler	Cherry	Citric Acid	Cranberry	Simple	Raspberry	Orange
1	5	4	3	6	2	1
2	4	5	1	6	3	2
3	2	3	4	6	1	5
4	3	5	1	6	4	2
5	4	6	5	3	1	2
6	3	5	6	4	1	2
7	1	6	3	5	2	4
8	5	3	1	6	2	4
9	4	3	2	6	1	5
Score ^a	31	40	26	48	17	27

^a Points are given to each syrup on basis of preference, i.e., first choice 1 point, second choice 2 points and so on. These points are added to give a "score" so that a basis for comparison may be obtained, the lowest score being the favored syrup, the highest score being the least palatable syrup.

The palatability preference was as follows: Syrup raspberry, first; syrup of cranberry, second; syrup of orange, third; syrup of cherry, fourth; syrup of citric acid, fifth; and simple syrup, sixth.

Disguising Properties—The masking properties of these syrup vehicles were tried using them as carriers for the following drugs: potassium iodide, chloral hydrate, potassium acetate, ammonium chloride and sodium citrate.

These medicinal preparations were compounded in 60 cc. amounts. The quantities of the drugs used were: potassium iodide, 5 gm.; chloral hydrate, 5 gm.; ammonium chloride, 5 gm.; potassium acetate, 15 gm.; sodium citrate, 7.5 gm.

Potassium acetate and sodium citrate due, no doubt to their alkalinity, caused the red color of cranberry syrup to change to a not unattractive light molasses color.

According to Table II, cranberry syrup ranked fifth in score as a vehicle for potassium iodide; tied in first place with syrup of citric acid as a vehicle for chloral hydrate. As a masking agent for potassium acetate, cranberry again tied with syrup of citric acid, this time in second place. As a vehicle for ammonium chloride it ranked in first place and as a vehicle for sodium citrate, it ranked last.

TABLE II—RELATIVE PALATABILITY OF DRUGS IN SEVERAL FLAVORING SYRUPS—SCORE SHEET

Drug	Sam- pler	Cherry	Citric Acid	Cran- berry	Simple	Rasp- berry	Orange
Potassium iodide	1	1	6	6	2	3	6
	2	6	6	6	6	1	2
	3	2	6	5	1	3	4
	4	2	6	5	1	3	4
Chloral hydrate		11	24 ^b	22 ^b	10	10	16
	5	3	2	1	6	6	4
	6	2	3	4	6	5	1
	7	6	2	1	1	5	4
Potassium acetate	8	6	2	3	3	5	4
		17	9	9	16	21	13
	9	1 ^a	2	6	6	6	1 ^a
	10	6	2	1	4	5	3
Ammonium chloride	11	4	4	2	5	1	3
	12	4	3	2	6	4	3
		17	11	11	21	16	10
	13	2	1 ^a	1 ^a	6	6	2
Sodium citrate	14	1	4	2	3	6	6
	15	5	4	3 ^a	3 ^a	1	2
	16	1	3	2	4	6	5
		9	12	8	16	19	15
	17	3	2	5	1	6	4
	18	3	2	6	5	4	1
	19	2	5	6	3	1	4
	20	2	3	4	6	1	4
		10	12	21	15	12	13

^a Both rated in the same place. See Table I for method of scoring.

^b Signifies that preparation was highly objectionable and counted as 6.

SUMMARY AND CONCLUSIONS

Two methods for the preparation of cranberry syrup were tried. The method recommended for a pharmaceutical syrup of cranberry is one in which the juice is expressed cold, filtered, boiled and sweetened.

Potassium acetate, sodium citrate and alkalies caused a color change in this syrup.

The estimated average cost of syrup of cranberry, excluding labor, is not over 25 cents per 1000 cc.

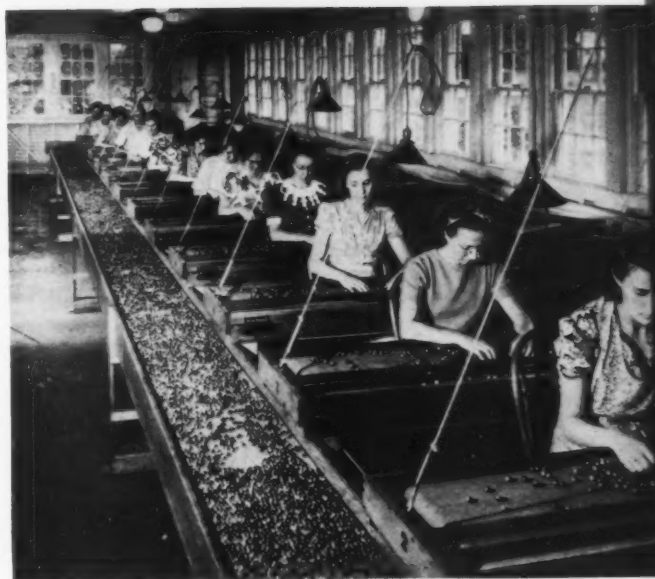
Syrup of cranberry is an efficient vehicle for chloral hydrate, potassium acetate and ammonium chloride. It is compatible with most alcoholic preparations.

Tin, iron, nickel and copper utensils and containers cause darkening of the syrup.

Cranberry syrup is stable in color and flavor toward sunlight under ordinary storage conditions. The syrup will not spoil readily due to high sugar content, acidity and mildly bacteriostatic substances such as benzoic acid present in the cranberries.

Storage is recommended in well-filled, tightly-stoppered, amber glass containers.

It is suggested that further research on syrup



Quick-fingered girls remove imperfect or under-ripe berries in the final sorting, as cranberries pass on moving belts

of cranberry be carried out to ascertain its value as a carrier for other drugs.

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Shipping Cartons

PAPER shortage is being reflected in delayed deliveries of corrugated cartons. Certain glass container manufacturers with production capacity available have fallen down on their deliveries due to their inability to get delivery of reshipping cartons. At least one glass manufacturer is insisting that all service cartons be returned for re-use after the ware is removed.

It appears high time to give serious thought to replacing any A-B flute double wall cartons with single wall A or B flute, whichever is better suited for the given job. Perhaps two layers of six instead of one layer of twelve containers in the carton will make it more compact, thus requiring fewer square feet of board, or more rigid, and making practical the replacement of double wall with single wall corrugated. Possibly a change of choice of liners or facings or both may do the trick. Again possibly service cartons can be eliminated entirely and re-shipping cartons used exclusively by installing light over-head conveyor to carry the cartons as emptied

at one end of the production line to the other ready for packing the finished containers therein. To further conserve board, perhaps pads and liners may be dispensed with in certain instances.

With each change in the interest of economy, more rigid inspection of all cartons may be desirable. In addition to correct dimensions, other important factors are straight walls, square corners, slots that permit folding without gap or strain, scores without liner fracture, tape well centered with complete adhesion, flaps tight and square without overlapping, and well defined printing without crush. Careful and complete sealing, avoiding excess pressure by compression units where employed which flattens corrugations and impairs their strength, may well be continuously watched.

Processing Unfermented Fruit Juices

RECENT improvements in the method of processing both apple and grape juice contribute a more natural flavor besides lowering production costs and should do much to stimulate a still better market.

In this connection, The Pfaudler Co. has conducted a series of experiments with the cooperation of New York State grape juice and apple juice plant owners in preserving these products under conditions similar to what is encountered abroad.

The principal method employed for storing freshly pressed juices involves the holding of the juice under high CO₂ pressure prior to bottling, improving flavor and quality besides lowering costs by handling in large containers. While this method requires a somewhat larger investment in storage tank equipment, because such tanks must be built of heavier steel to withstand the pressure involved and therefore require heavier fittings, the increased cost of tanks is more than offset by the elimination of refrigeration and pasteurization prior to storage of the product. Little maintenance is required, especially where tanks can be installed in cellars with fairly normal temperatures the year around. With the exception of checking the pressure valve once or twice a week to see that it remains constant, no further attention is required until the tank is ready for discharge. At this time it is only necessary to release the pressure on the juice, after which it is filtered, pasteurized, bottled or canned.

Many of the European producers of unfermented juices have eliminated pasteurization entirely, obtained a sterile juice by means of filtration with a germ-proof filter. This necessitates special sterile filling equipment, and unless that condition can be fulfilled, so-called cold pasteurization is not advocated.

It should be remembered that the CO₂ gas is used merely as a medium of keeping the juice from fermenting while stored in the tank. This method does not produce a carbonated juice as is sometimes thought. The latter requires a different method of handling.

Results have shown very little change in the characteristics of the product after storage under

CO₂ gas pressure. Following is an analysis of Concord grape juice processed in this manner:

Tank filled October 28, 1940

Tank emptied April 27, 1941

Time of storage—176 days

	Analysis on October 28, 1940	Analysis on April 27, 1941
Specific gravity	1.0674	1.0642
Acidity	1.30	1.22
Alcohol	None	None
Total solids (Brix)	13.65	16.35

After almost six months in storage the juice had not changed its characteristics to any appreciable extent; and what is more important, did not develop an alcoholic content.

Similar experiments were conducted with New York State apple juice, which was stored in a high-pressure tank for a period of about five and one-half months. An analysis of this juice before and after the storage period shows the following results:

	Juice before filling	Juice before bottling
Specific gravity	1.0518	1.0530
Acidity	0.966	0.964
Alcohol	None	None
Total solids (Brix)	13.65	13.6

These figures again prove the same story—no alcohol whatsoever and no change in the essential properties of the juice. The color of the stored product is especially bright and the natural apple flavor is more prevalent than in pasteurized juices.

The cost of CO₂ gas is well below two cents per gallon. However, about 65 per cent of this gas and possibly more can be recovered and used over again.

While the products referred to were stored from five to six months, this is not required. The tanks could be emptied any time. However, improvement in flavor results from storage and a three month's storage period is advisable as a minimum. If it is desired to hold for a longer period, even a year's storage would not be detrimental in any way. This would permit a manufacturer, for example, to blend new with old juices, which may prove advantageous from the standpoint of acidity or flavor.

Through the use of CO₂ gas under pressure it is unnecessary to sterilize a tank before it is charged with juice. Pressure prohibits any development of yeast.—*The Glass Lining.*

Hard Candy in Rations

A TOOTHsome change has recently been made in the Army's type "C" field ration—an ounce of chocolate being replaced by 5 pieces of hard candy, individually wrapped and in assorted flavors.

The substitution is based on results of recent tests on fatigue conducted at the University of Minnesota which prove that a soldier has more energy output if sugar is consumed periodically throughout the day rather than in large quantities at mealtimes. The candies are issued on the theory that they will not be eaten at mealtime but will be consumed from time to time during long marches.



HANDLING IMPURITIES IN SOAP STOCK

*Many different forms of impurities . . . What they are,
how they are located and what may be done to remove
them . . . Various procedures suggested for doing this*

by PAUL I. SMITH

IMPURITIES in soap stock take many different forms. The simplest and easiest to remove are the so-called mechanical impurities which consist mostly of sizable pieces of foreign matter, such as dirt, sand, wood chips, meal, hair, bone, animal tissue, fabric from filter cloths, husks and bran from seeds, etc. Most of these settle to the bottom of the oil container and the oil can be freed from them by decanting or pumping off all but the dregs. Filtration is, of course, a certain method of removing all mechanical impurities.

SECOND TYPE OF IMPURITIES

The second type of impurities consists of those complex organic bodies present in all vegetable matter which gives to it its rich natural color. Allied to such compounds as chlorophyll, anthrophyll and xanthophyll are all kinds of dark coloring matters of uncertain origin and still more uncertain chemical composition. These may be present naturally in the oil or fat, particularly in low grade recovered greases, or be produced by improper treatment of the oil, such as subjection to heat, oxidation and metallic salts, particularly iron.

Coloring matter of all kinds, but especially the dark substances present in low grade animal greases, is very difficult to remove. To do so may necessitate chemical bleaching followed by treatment with an activated earth and filtration. Mechanical bleaching with earth is not usually able to effect the desired degree of improvement.

Odoriferous matter present in recovered fats and other types of oleaginous material is usually removed by bleaching, especially with reducing agents. Sometimes heat treatment brings about a consider-

able improvement in the bouquet of the fat; and superheated steam is one of the most effective means of heating the offending oil.

Other types of impurities, such as free fatty acids and emulsified or colloidal matter, can be removed by very thorough mechanical methods, such as treatment with activated earths and filtration.

PROCEDURE SUGGESTED

The usual procedure with oils is to pump the oils from the storage tank through a filter press which can be trusted to remove a large proportion of the moisture with the insoluble matter. This method is a great improvement on the old method of settling which produced a large proportion of "foots" that were difficult to dispose of. Filtration under reasonable pressure eliminates the insoluble nitrogenous matter, the carbohydrates, glycerol and filth but free fatty acids, emulsified and colloidal matter and, of course, such things as soluble ferments, etc., are left untouched. Some authorities point out, however, that many of the impurities which are present in the filtered oil are not stable and may be broken down by boiling with superheated steam of about 150 deg. C. in an open pan and adding a suitable coagulant.

Probably one of the finest methods is covered by a Lever's patent and consists of first treating the oil with 4 per cent Tonsil earth which has been previously acidified with sulphuric acid. The mixture is then heated to 95 deg. C. for about two hours, during which time it is well stirred, then filtered and then transferred to a high vacuum chamber where it is heated to 245-285 deg. C., with superheated steam at 7 lb. per sq. in. absolute pres-

sure being passed through. After two hours bleaching is completed and even the most obstinate impurities are removed. The method is particularly useful in the case of oils containing free fatty acids as these are carried off by the steam and on a large scale may be profitably recovered. According to one report, by this process it is possible to bleach and deodorize palm oil, bone grease, second quality tallow, palm kernel oil and almost any type of oil.

Notes and Comments

Plastics for Soap Packs—It is unfortunate that some soap manufacturers interested in novelty packs have burnt their fingers pretty badly with plastics. An instance of this was given to the writer a few days ago. This particular producer decided to use closures of the new polystyrene resin for his liquid shampoo and his choice seemed to be based on the fact that polystyrene, while possessing the transparency of cellulose acetate, was highly resistant to alcohol. He overlooked the fact that polystyrene crazes when in contact with alkalies, even weak alkalies, and it is really a material best fitted for applications where acids are used as it is unusually resistant even to concentrated nitric. Cellulose acetate is affected by exposure to weak alkalies but cellulose nitrate decomposes only very slowly. Both materials are quite suitable for making packs for solid soaps, etc., and a large number of built-up boxes are in regular use. Both urea and phenolic molding powders are suitable for molding closures for all types of toilet products and are completely unaffected by liquid soap or solvent employed. Incidentally, transparent forms of both resins are available and, of course, there is a transparent cast phenolic resin which is finding many new applications in the packaging field. It is worth remarking that there is a very great demand in Great Britain for soap containers molded of celluloid and phenol formaldehyde resins to take the place of those formerly made of aluminum, now scarce because of the war.

Conservation of Fats in Britain—Faced with a possible shortage of fats due to dislocation of imported supplies, increased attention is being given in Britain to the conservation of home supplies, particularly the recovery of waste greases. Probably one of the most promising methods of recovering sewage greases, a very large quantity of which is wasted every day in the large cities, is due to H. W. Smith, city sewage engineer, Bradford. A full resumé of his process was given in the *Chemical Trade Journal & Chemical Engineer*, 101,338 (1937). Smith's method is completed in four stages. The first consists of the conversion of the grease into a crude soap which may be prepared in the form of a powder for sale. The second is a refining action and in this the crude soap is extracted with a solvent to remove unsaponifiable matter and leave the soap in a pure anhydrous form which is suitable for blending with various low quality soaps. The third stage is the decomposition of the pure

soap with acid to give a hard fatty acid of stearin-like character. The fourth stage relates to the distillation of fatty acids. Apparently large quantities of soap made in the first experimental plant have been sold for commercial purposes and there is every prospect of a considerable output being obtained when the large scale plant is in operation. It should, of course, be remembered that Bradford is the center of the wool industry and large quantities of oil and soap are used in processing so that there is little prospect of the grease content of effluents falling below a profitable minimum. To ensure success in any recovery process it is vitally important that the principal industrial effluents contain reasonable quantities of fat, hence towns in textile and leather dressing areas give the most promising sewage.

Liquid Caustic Affects Rubber Base—Soapers using liquid caustic supplied in tank wagons sometimes experience trouble with the hose used for pumping out the contents of the tank. The rubber swells after a time and, if it is not up to quality, perishes. Apart, however, from the direct action of the strong alkali on the rubber, there is also the cumulative effect of light and air which tends to oxidize or perish the tubing. To overcome these troubles, experiments have been made with synthetic rubber and some of the rubber-like plastics, particularly the polymers of the vinyl halides which have been used with considerable success in Germany. Manufacturers there have found that extruded tubes of Mipolam are able to stand up to alkalies in all concentrations and give a better service than natural or synthetic rubber. Such plastics as Koroseal appear to be very suitable for this application as, apart from their high resistance to corrosion, they are also resistant to abrasion. Koroseal compounds show abrasion resistance equal to or superior to rubber under conditions where the abrasion does not generate heat. It should, however, be pointed out that when the abrasion is sufficiently rapid or severe to cause frictional heat, Koroseal will soften and wear away. Unlike rubber, Koroseal compounds are extremely resistant to light in both natural and accelerated tests. Exposure to a mercury vapor lamp for 144 hours showed no effects. This vinyl resin is also highly resistant to oxidation and after a period of 96 hours in the Bierer Bomb accelerated aging test, Koroseal compounds were unaffected. Soap manufacturers experiencing trouble with rubber hose should investigate the claims of these new vinyl plastics.

Sulphonated Castor Oil—Sulphonated castor oil, or so-called Turkey Red, is useful as an additive to toilet soaps to prevent cracking of bars and tablets. A mixture of sulphonated castor and lanolin, consisting of $2\frac{1}{2}$ parts of oil made into a thin creamy paste with 1 part of lanolin, can be added to the soap up to 1.5 per cent by weight. In addition to preventing the formation of a crust on the soap, it acts as a desirable emollient or superfatting agent. The Turkey Red oil and lanolin mixture also gives the soap a nice smooth surface which takes on an

attractive polish. The addition of 5 per cent saturated boric acid solution to the sulphonated oil before mixing is recommended by some workers because it makes the oil and lanolin mixture more stable. Another very useful anti-cracking agent is methyl cellulose or Tylose, which may be used quite successfully in conjunction with lanolin. Some of the new water-soluble vinyl resins now on the market also are of interest in this connection.

Magnesium Oxide as a Binder—It is claimed that magnesium oxide is now being used in Germany as a binder for shaving soaps and also for some types of toilet soaps. This oxide is slightly soluble in water; 100 cc. water dissolving about 0.001 gram of magnesia. The pH of the solution is about 9 or 10. In the presence of caustic alkalies the hydroxide is precipitated and this fact should be remembered by manufacturers, otherwise there is a risk of lumpy or granular particles being formed in situ. The author is of the opinion that magnesia serves very little useful purpose in shaving soap, except, of course, as an obvious substitute for soap. Although this additive improves the color of poor stock, it also retards lather formation and in some cases is a mild skin irritant.

The Fats and Oils Situation

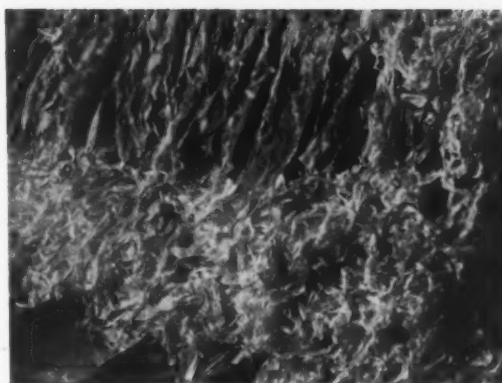
THE average price of cottonseed for the 1941 marketing season will be much higher than in recent years and may be the highest in about 20 years. This estimate is based largely on anticipated further increases in demand for cottonseed products with rising national income, small supplies of such products, and the prospect for substantial shipments of lard to the United Kingdom.

The quantity of cottonseed available for crushing 1941-42 will be considerably below average. With reduced oil production and with comparatively small oil stocks on hand August 1, the supply of cottonseed oil is likely to be 20 to 25 per cent less this season than last. Supplies of cottonseed cake and meal, and linters also, will be reduced but not to the same extent.

Decreased production of peanut oil as well as cottonseed oil is in prospect this season. Expanded production of soybean oil, lard, and possibly tallow and greases, however, will more than offset these reductions.

Because of reduced imports of oilseeds and oils resulting from the shipping shortage this year, and the possibility that imports may be further reduced next year, the Secretary of Agriculture in announcing production goals for 1942 indicated the desirability of expanding the acreage of soybeans for beans by approximately 1.1 million acres and peanuts by approximately 1.6 million acres. These increases, with normal crop yields, would provide nearly 500 million pounds more oil in 1942-43 than in 1941-42. Commercial production of castor beans also may be encouraged, although no goal has yet been announced for this crop.

During the first half of 1941, imports of fats, oils, and oilseeds in terms of crude oil, totaling 825



Soap sheets become ribbons when scraped off rolls by cutter

million pounds, were 10 per cent smaller than a year earlier, with most of the decrease occurring in tung oil, olive oil, and copra. Exports, totaling 219 million pounds, were the same as last year.

Disappearance of primary fats and oils was 19 per cent greater in the first six months this year than last. This was an unusually large gain. Part of the increase is believed to have been the result of inventory accumulation of finished goods by large distributors and consumers.

Prices of fats and oils leveled off during July and August; but in early September, following the withdrawal of the proposal to place a "ceiling" on cottonseed oil, prices of edible fats and oils moved upward. Prices of oilcake meals have advanced sharply during the past three months.

Use of Sprays

IF THERE is a dish or metal washing machine, a can or bottle washing machine in your plant, you will probably find that sprays play an important part in their effective working.

Mechanical washing equipment is designed to do an excellent job, but it does require occasional maintenance attention if it is to be expected to perform at maximum efficiency. In time, sprays clog whether it is from foreign matter picked up from the cleaned work, or whether it consists of scale deposits caused by the water supply.

Check sprays at periodic intervals to see that the spray is directed at the work, that it is a full, even spray, and you will be sure that you are getting the maximum results from your washing machine and cleaning solution.

If the spray heads alone are clogged, it may be feasible to remove the heads and soak them in a suitable cleaning solution of either an alkaline or acid nature, depending upon the type of deposit present. The far more frequent method of cleaning, however, is to make up a solution in the machine and circulate it through the supply pipes and spray heads for 15 minutes to two to three hours until a full, even flow and spray are obtained. Hard water scale, insoluble salt deposits from the use of improper cleaning materials, and rust are the usual causes of trouble.—*Oakite News Service.*

New Products and Processes

Box bottom remover

A push on the handle of the box bottom remover offered by F. D. Croce & Co. is sufficient to detach a bottom intact from a wooden box, ready for reuse. It is manufactured to fit several sizes and types of packing boxes of wood and can be had on special order for a variety of wooden packing cases.

New resin coated cap liners

Raolin coated paper for closure linings is suggested for bottle and jar caps. The coating is a translucent, colorless, synthetic resin composition applied to a special bleached white kraft paper. It is said to be tasteless and odorless and to have been tested and found suitable for use in closures for cosmetics. It is claimed to be resistant to oils, acids and alkalies and alcohols. The finished product may be obtained in bonded strip form or as punched liners. Further details will be supplied on request to the Raolin Corp.

Initial perfume containers

Novelty perfume containers, consisting of a personal glass initial made of 7 mm. solid clear crystal glass about 2½ in. high with a one dram vial behind it for perfume, are being offered by William I. Frioli. The vial is attached to the glass initial from the bottom which also acts as a base for the unit. Full information about the new containers will be sent on request.

New paste-type colloid mill

A new paste-type colloid mill, recently introduced by the C. O. Bartlett & Snow Co., adapts to the producing of heavy colloid dispersions the triple processing action which has been found satisfactory for materials in the lighter range. The new machine is said to minimize aeration and foaming and to produce excellent disintegrations and dispersions of materials such as ointments, creams, soaps, paste and a variety of other semi-solids. Full information about it will be sent on request.

To save money in taxes

To help save money on personal and company taxes and to cope with the new increases in both, a weekly

4-page letter, a 96-page book containing a copy and a step-by-step explanation of the 1941 federal tax law and an 80-page brochure, "Specimen Tax Returns, Completely Worked Out for Filing," are offered by What's Happening in Taxation and Regulation, a division of Prentice-Hall, Inc. Full details about the service together with information about the moderate cost are available.

New Catalogs

Holst your sales with Isco Bentonite is the slogan featuring a description of that product, which is said to lend itself admirably to the manufacture of soaps, scouring compounds and various cleaners, in the latest issue of *Isco News*, published by Innis Speiden & Co. Numerous other products offered by the company are described or listed in this interesting publication.

Darex dispersed sulphur, a concentrated dispersion, containing finely divided sulphur, water and a dispersing agent, is fully described in a two page leaflet issued by the Dewey & Almy Chemical Co. A copy may be had for the asking.

Latest prices on essential oils and aromatic chemicals offered by Schimmel & Co., Inc., 601 W. 26th St., New York, N. Y., are given in supplementary sheets to be added to the price list of the company, which will be sent to anyone on request.

Despite many unpredictable contingencies, Dodge & Olcott Co., 180 Varick St., New York, N. Y., has been able to set up for its customers a bulwark against a harmful shortage of materials, it is pointed out in the latest price list of that concern. It adds that the "still available" sign remains aloft for its extensive line of perfume bases, flavors and aromatic chemicals.

The symposium on color, sponsored by the American Society for Testing Materials and the Inter-Society Color Council, has been made available in booklet form by the American Society for Testing Materials. It contains 86 pages and the

paper bound edition is sold at \$1 and the cloth bound edition at \$1.25. The symposium stresses the importance of adequate specifications for color and discusses the use of color in the testing and evaluation of materials.

Equipment for the process industries made by the Blaw-Knox Co. is described in bulletin 1830 which will be sent on request. The bulletin is devoted primarily to descriptions and illustrations of recently developed items of chemical process equipment.

How to keep wage and hour records under the fair labor standards act, effective September 15 of this year, is explained in a 32-page booklet issued by the Wage and Hour Division of the U. S. Dept. of Labor, Washington, D. C., from which a copy may be obtained on request.

Books to Aid You

ACTIVE CARBON. John W. Hassler. 6x9 in., 159 pages, 25 illustrations, cloth covers. Industrial Chemical Sales Div., West Virginia Pulp & Paper Co. 1941. Copies are free to scientific, technical and educational institutions and to consulting and research laboratories.

This useful volume is the outgrowth of the first edition sponsored by Joseph Wrench in 1913 who since then has pioneered the industrial sales development of active carbon in the United States. The present edition is the fourth, which is revised and enlarged. It consists of six general divisions. Chapter I describes what active carbon will accomplish and how it is used. The second division, from Chapters II to XIII, covers a more detailed description of the application to various products. The third division, Chapters XIV to XVI, reviews basic principles which will be found of use to the research chemist considering an application in a new field or an improvement in the application to existing fields. The fourth division discusses methods of evaluation and the fifth covers a bibliography on the subject of adsorption as related to active carbon. A final division describes the properties of the active carbon offered by the company. As very little information on the industrial uses of active carbon is to be found in literature, the book fills a long-felt want.

AMONG OUR FRIENDS

► Luis deHoyos, of Synfleur Scientific Laboratories, Monticello, N. Y., who is also mayor of that progressive municipality, was signally honored by 400 of his fellow townsman at a celebration in South Fallsburg, N. Y., Sept. 6. It was in the nature of a farewell banquet on the eve of his departure for Chile, South America, where he was delegated by the United States government to attend the Second Inter-American Congress of Municipalities between Sept. 15 and 21. Mr. deHoyos made the trip to South America by clipper plane from Miami, Fla. Before returning he will visit practically every country in South America.



Mayor Luis deHoyos

► Joseph A. Huisking, vice president and assistant to the president of Fritzsche Brothers, Inc., New York, N. Y., spent his vacation at Winchendon, Mass. During the first few days of vacation Mr. and Mrs. Huisking were guests of Mr. and Mrs. F. H. Leonhardt at Becket, Mass.

► Edward S. Rogers has been elected chairman of the board of Sterling Products, Inc., New York, N. Y., succeeding Dr. William E. Weiss, who has been appointed chairman of the executive committee of the board. He will continue as general manager. James Hill, Jr., has been elected president, succeeding A. H. Diebold, who has been appointed chairman of the finance committee.

► Erwin F. Fauser is the new president and general manager of Frederick Stearns & Co., Detroit, Mich., succeeding E. V. Fraenkel. At present Mr. Fauser is in Australia where he has been in charge of a branch of the company. Earl Warner is acting as general manager pending the arrival of Mr. Fauser.

► H. Bennett, of Crowley & Bennett, technical consultants of Chicago, Ill., and Brooklyn, N. Y., has returned from a trip through Central America. He visited Guatemala, Honduras, Nicaragua and Costa Rica. In Costa Rica he called on President Caledon Guardia to discuss the possibility of assisting in the establishment of small

industries utilizing native products, labor, capital and equipment and keeping all profits within the country. Prominent Costa Ricans were interested and preliminary discussions were held in this connection. The industries to be started first include the production of shark-liver oils, balsams, essential oil, vegetable gums and resins and rubber.

► Albert Stasce, who has been associated with the imported bottle business in New York for many years, is now connected with the Sudbury Import Co., Inc., New York, N. Y.

► Miss Edythe Bright, merchandise manager for Luxor, Ltd., Chicago, Ill., will address the combined membership of the Chicago Women's City Club and Housewives' League October 15 on "How the Manufacturer Cooperates with the Consumer."

► Dr. Ralph Pressmen, who held prior to 1940 the position of assistant professor in bacteriology at the Philadelphia College of Pharmacy and Science and who has been more recently with the Chemical Warfare Division of the War Department, has returned to the faculty.

► John H. Montgomery, secretary, Fritzsche Brothers, Inc., New York, N. Y., has completely recovered from a major operation and is back again at his desk. The last four weeks of his three months' absence was spent with his family at Cape Cod, Mass.

► J. H. Moore, president of the Robins Publishing Co., publisher of THE AMERICAN PERFUMER, has been elected to the board of trustees of the University of Vermont and a member of its executive committee. Mr. Moore, who is a native Vermonter, was graduated from the engineering college of the university in 1914.

► C. L. Webber, in charge of the Los Angeles, Calif., unit of the Kurlash Co., Inc., Rochester, N. Y., has been transferred to the Dallas, Tex., branch of the company. The Los Angeles branch embraces an extensive territory which includes California, Oregon, Washington, Arizona and New Mexico, and hereafter its administration will be a joint responsibility, with Mrs. Viola McCarty in charge of the headquarters and E. V. Irving in charge of sales. Mrs. McCarty had been secretary to Mr. Webber, her brother, since the Kurlash Co. took over the business

of McCarty and Webber, its representatives, some years ago and operated it as a factory branch. Mr. Webber and Mrs. McCarty, both members of the firm, which had three partners, remained to serve the branch. Mr. Irving, a widely known Los Angeles and California salesman, has been with the Brunswick Drug Co. of Los Angeles as representative to the army camps.

► Richard Sussman, founder of Aziza Corp. of America, formerly of Paris, France, announces that the headquarters of the corporation will now be located at 17 West 45th St., New York, N. Y. Aziza Corp., manufacturers of Aziza mascara, has undergone a reorganization by completely closing its Paris office, where the product was formerly manufactured.



R. Sussman

The Cairo office at 66 Rue Nubar Pacha is continuing its usual business. Founded in 1933, Aziza Corp. introduced its mascara to the United States at the Chicago World's Fair. Mrs. Richard Sussman developed the formula for the mascara. By opening its New York office, Aziza Corp., through its president and treasurer, Sylvan Baruch, plans to develop an intensive national sales campaign.

► Emil Jensen, El Cajon, Calif., advises that he has been propagating enough geranium plants to begin the production of geranium oil next summer.

► Frank Vasquez has retired from the Samaritan Products and Eagle Laboratories, 3823 Brooklyn Ave., Los Angeles, Calif., wholesale cosmetics and pharmaceutical products firm, because of ill health. He had been in the hospital for the past month and ill for several months. The business has been purchased by his son and partner, Frank Vasquez, Jr., who will have as a partner Miss Katy L. Schiff, formerly with chemical companies in Chicago, Ill., and California. Miss Schiff has purchased an interest in the firm.

► William M. Bristol, Jr., vice president of the Bristol-Myers Co., Hillside, N. J., has been appointed chief of the health supply unit of the purchasing division of OPM in Washington. Mr. Bristol is an alumnus of Hamilton College of which he is a trustee and is president of the alumni association. He is a World War veteran. He has been connected with the Bristol-Myers Co. since 1919, becoming vice president in 1936.

SUBSTITUTES FOR NATURAL FLORAL ESSENCES

***The growing scarcity of natural
floral essences emphasizes the
value of high quality substitutes***

THE international situation is serving to emphasize the fact that there are countless places where synthetic floral essences can replace the natural floral products with a great deal of satisfaction and marked success.

The ingenuity of American chemists is demonstrated by the fact that American made creations not only reproduce the fragrance of the living flowers with marked fidelity and that they may be employed with complete success but that they are also *preferred* in many instances because of the uniformity in quality which they assure to say nothing of the economies they make possible.

If you find difficulty in obtaining any natural floral product write to us for a substitute. All we ask is that you give it a trial.

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CANADA: 119 ADELAIDE STREET, W. TORONTO

NEWS and EVENTS

Average woman spent \$16 for cosmetics in 1940

Toilet preparations, perfumes and beauty shop services in 1940 accounted for \$800,000,000 of the expenditures by the women of the nation, according to the U. S. Census. There are 49,164,587 women over 15 years old who spent an average of \$16 each. This compares with the national per capita spending of \$77.20 in food stores and \$21.44 in gasoline filling stations. There are 83,071 beauty shops whose volume of business exceeded \$231,000,000. More than \$147,000,000 worth of perfumes, cosmetics, toiletries are made in 539 factories. The wholesale write-up approximates 40 per cent and the additional retail write-up over 35 per cent. The 58,000 drug stores of the United States do \$1,600,000,000 annual business of which 10 per cent consists of money spent for perfumes, cosmetics and other toilet preparations.

Industrial plants employ more than 10,000 persons; beauty shops employ 99,296 workers; and those employed in otherwise distributing and marketing the products bring the total well above 150,000. Creams, not including shaving creams, have a factory value of \$20,000,000 annually; face powder \$15,000,000, perfume \$9,000,000, toilet water \$8,000,000, face lotions \$8,000,000, talcum powder \$7,300,000, hair dressings \$7,000,000, lipstick and rouges \$6,000,000, manicure preparations \$4,650,000, shampoos containing soap \$4,600,000. Plants are located in 33 states, New York having 193, Illinois 64, California 50, New Jersey 34, Missouri 32, Pennsylvania 17, Ohio 17, Massachusetts 16. New York has an annual dollar volume of \$52,000,000, New Jersey produces 24.1 per cent, Illinois 10.9 per cent, and Connecticut, California and Missouri over 3 per cent.

Parfums Weil Paris, Inc., now strictly an American concern

Parfums Weil Paris, Inc., is now operated from New York, N. Y., its principal office being at 745 Fifth Ave. The concern, which is more than 30 years old, was represented on the American market by agents until it took over the

business and Alfred and Jacques Weil came to this country within the past year. Alfred Weil who created the line of perfumes is president; Jacques Weil is secretary and Francois Nazare is executive vice president and general manager. The company is to be operated in this country just as it was operated formerly in Paris, France.

Imitator of recognized perfumes and trade marks stopped by Chanel

Through the efforts of Chanel, Inc., another vendor of spurious perfume has been brought to justice.

In two separate injunctions secured Sept. 26 by Chanel, Inc., and Jean Patou, Inc., against Arthur Karpel of Los Angeles, Calif., also known as "Panama Pete," he has been restrained from mislabeling perfumes so as to give the impression that they are those of Chanel and Patou.

Charles Sparhawk adopts army gas mask for milking skunks

Charles Sparhawk of Sparkill, N. Y., whose research work resulted in the development of Petra, a fixative derived from skunks and Muskat, a fixative derived from muskrats, as well as numerous synthetic floral oils, has taken a tip from the army for use in his laboratory. In the accompanying photograph he is shown milking a skunk, from which Petra is made. Protected by a gas mask and a uniform made for the purpose, he is able to undertake the delicate task with impunity.



Mr. Sparhawk milking a skunk

Albert Burgund elected vice-president of Carr-Lowrey Glass Co.

The host of friends of Albert C. Burgund, manager of the New York office of the Carr-Lowrey Glass Co., Baltimore, Md., will be interested to learn



A. C. Burgund

that he has been elected vice president of the corporation. He will, however, continue as manager of the New York office. Soon after finishing his high school education he joined the company as an office boy. His eagerness to learn and his capacity for work quickly won for him a position in the sales department. Here his skill in making and holding friends proved to be a decided advantage and he progressed in that work until 1937 when he was made manager of the New York office. His executive ability in handling the many details of that position led to his election as vice president, culminating 29 years of service with the company.

Mr. Burgund is married and is the father of two children. He resides in Yonkers and is interested in association work, having served as a member of the entertainment committee of the old American Manufacturers of Toilet Articles for several years. His hobby is golf which he indulges at the Winged Foot Country Club, Mamaroneck, of which he is a member.

C. E. Hilgenberg now assistant manager of New York office

C. E. Hilgenberg, who has been in the New York office of the Carr-Lowrey Glass Co. for the past eight years, has been made assistant manager in New York. His many friends will be glad to learn of this promotion.

Companhia Gessy Industrial new name for old company

Companhia Gessy, S. A., Sao Paulo, Brazil, has changed its name to Companhia Gessy Industrial in compliance with a new law regarding corporations.

NOW THE MOST IMPORTANT TOILET GOODS CENTER IN THE WORLD

- ★ *a challenge to the industry's manufacturers*
- ★ *an opportunity to all with a product for these manufacturers*

Due to conditions abroad, the destiny of the closely related perfume, cosmetic, soap and flavor industries is now almost entirely centered in this country.

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THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW is the *only* primary publication devoted *exclusively* to the problems of manufacture and merchandising of perfumes, cosmetics, soaps and flavors. Each issue will carry your message to the key men who specify and buy raw materials, equipment and packages of this huge market.

Ask for the complete story of how this unique publication can serve you. But don't delay—write or phone today!



The American Perfumer & Essential Oil Review

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U. S. fair trade probe of NARD on in Pennsylvania

The federal grand jury probe of fair trade activities of the National Assn. of Retail Druggists has extended to Pennsylvania. A demand has been made for a complete record of organized retail druggist fair trade activity since Jan. 1, 1933. Three county groups of druggists have been summoned as witnesses.

Benefits of vitamins in cosmetics attacked by F. T. C. orders

Claims that cosmetics possess added beneficial value by reason of vitamin content have been branded by the Federal Trade Commission as misrepresentations in separate cease and desist orders entered against Jergens-Woodbury Sales Corp. and Pond's Extract Co.

In both orders, FTC held that the appearance of the skin cannot be improved through application of creams, lotions, or soaps containing vitamins. The commission ruled that any vitamins absorbed into the body through use of cosmetics go into the blood stream, and that any resulting action is therefore systemic and not local.

The order against Pond's involved three "skin vitamin" creams and Danya lotion, all enriched in recent years with Vitamins A and D. FTC also ruled out Pond's claim that Vitamin A is a "skin vitamin," asserting that its activity is not limited to the skin and that its effect upon the skin is minor compared with two other vitamins.

Among FTC findings was one that "lines and blemishes cannot be wiped away by the use of the creams," and "in fact, the use of cold cream in cases of blemishes . . . may add to the clogging of the pores and may make such conditions worse."

The order against Pond's bars further claims of extra value from creams or lotions containing Vitamin A; that the cold cream causes wrinkles or blemishes to disappear; that the cold cream has any appreciable effect on the underskin; or that dirt, makeup, or other impurities may be softened or loosened from the underskin by using Pond's cold cream.

The Jergens-Woodbury order involved Woodbury facial soap and four Woodbury creams. One of the chief claims thrown overboard by FTC findings is that Woodbury's soap and cold cream are "germ free." FTC tests showed that germs remained active in the creams for as long as seven hours and over 24 in the powder. These tests also led to the overruling of the claim that Woodbury powder spreads farther than competing products. FTC

found that one powder spread farther than Woodbury's and that a number of others were equal in that respect.

Woodbury's vitamin claims were based on the addition of Vitamin D through a patented "filtered sunshine" process. FTC ruled that this vitamin can be absorbed into the skin, but won't affect its appearance. As to the vitamins added to the soap product, FTC decided that the small quantity generated by each washing would be contained in the lather and rinsed off before any absorption could take place.

Procter & Gamble seize stocking shortage to sell Ivory Flakes

The enterprise of the Procter & Gamble Co. in the sale of its products has again been demonstrated. With the shortage of silk stockings facing women, the company launched a sales campaign featuring the use of Ivory Flakes as a means of obtaining extra wear by washing immediately after each wearing. Tests are featured to show the validity of the claim.

Broth for patrons of beauty shops popular in Baltimore

A number of enterprising beauty shops in Baltimore, Md., have started a beauty broth service. Business girls drop in at noon time for a quick shampoo and wave and in addition are served broth. Many come in after work. Owners are reported to be surprised to find out how the idea is attracting new customers.

Dry shave preparation being pushed by J. B. Williams Co.

Consumer promotion of Lectric Shave, the new dry shaving preparation offered by the J. B. Williams Co., Glastonbury, Conn., is now under way. Major emphasis is given to a trial offer to every man who owns an electric razor.

Packaging Institute convention in Rye, N. Y., Oct. 16-17

The annual meeting of the Packaging Institute will be held October 16 and 17 at the Westchester Country Club, Rye, N. Y. C. H. Lambelet is president of the institute.

Polak & Schwarz payroll saved by plucky employee

Frank Andriola, a 23-year-old member of the organization of Polak & Schwarz, New York, N. Y., withstood the assaults of three bandits who tried to relieve him of an \$800 payroll as he was entering the hallway of the build-

ing where the company's offices are located at 667 Washington St., New York, Sept. 19. By fighting back and yelling, Mr. Andriola succeeded in finally frightening away the bandits.

New York BIMS finish golf and arrange January 23 dinner

BIMS of New York, 120 strong, closed the 1941 golf season Sept. 18 at the Lakeville Golf Club, Great Neck, L. I., N. Y., with its final tournament. Representatives of most of the leading houses in the cosmetic, soap, drug and allied trades in the metropolitan area battled over the hills and in the traps of Lakeville for the 31 prizes.



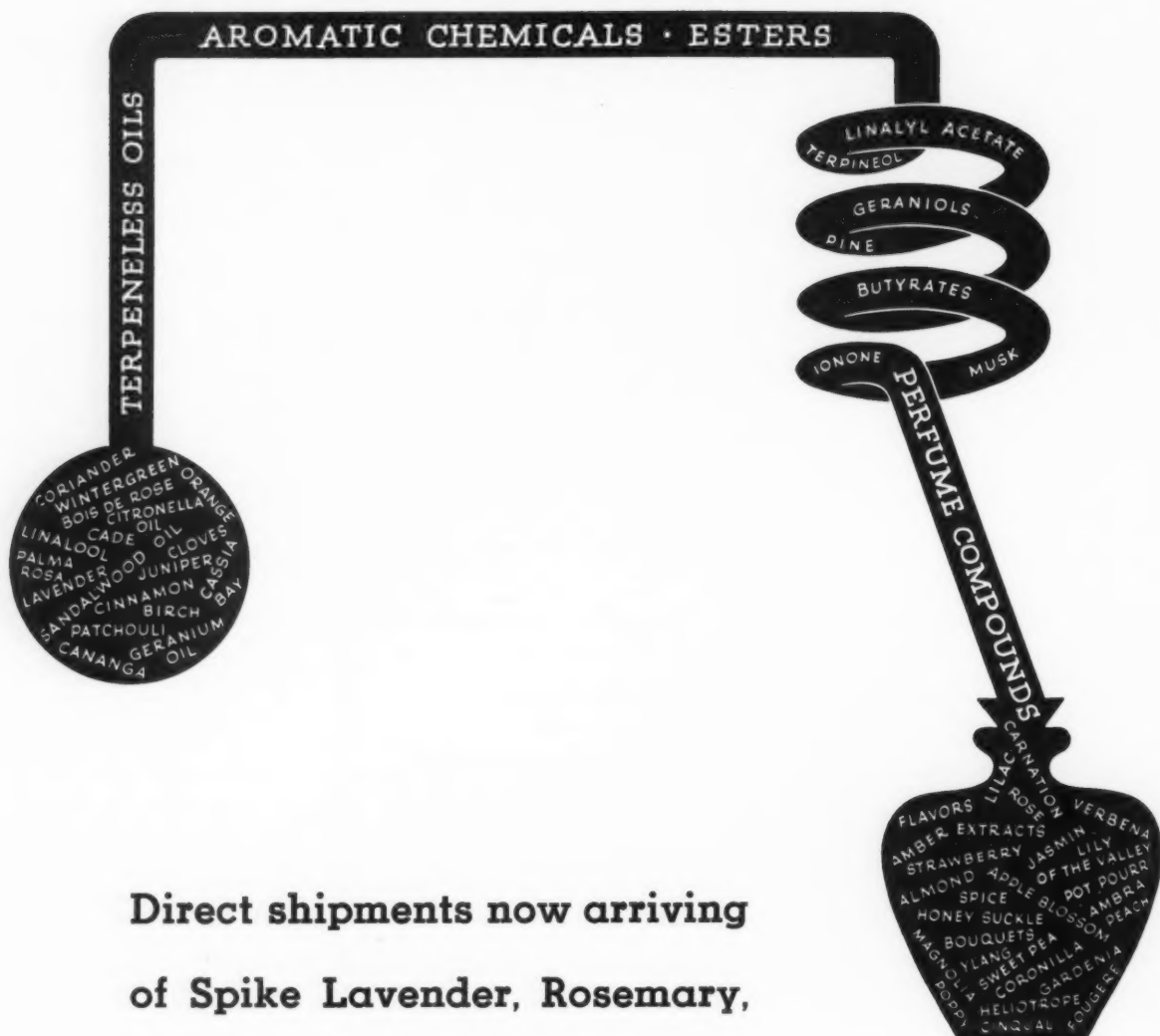
Martin Schultes

Following the golf tournament, dinner was served in the clubhouse, after which Martin Schultes, major domo of the New York BIMS, awarded the prizes. Mr. Schultes, who between BIMS parties labors as vice-president in charge of sales for the Hewitt Soap Co., also arranged the details of the tournament assisted by Fritz Lueders, of George Lueders & Co.; Harry Griffiths, Pennsylvania Drug Co.; and Charles Darr, of Harriett Hubbard Ayer. This quartet announced that the annual winter dinner of the BIMS would be held at the Hotel Lafayette, New York, on Thursday, Jan. 23.

The list of prize winners follows: J. E. Valentine, John S. Baker, Russell Boland, William H. Green, A. M. Dinkler, Louis Huntington, William W. Huisking, Peter L. Forsman, William H. Gunther, Edward A. Bush, Frank Huisking, C. R. (Bud) Keeley, William F. Zimmerman, Harry G. Griffiths, Harold G. Robinson, John H. Curry, Felix Levy-Hawes, W. J. Reik, Arthur J. Sloss, Fred C. Kaiser, William Edsall Terry, Harry J. Walters, Joseph B. Scott, George H. Fuller, Carl C. Roth, Robert Spencer, Sewell H. Corkran, Paul Miller, Frank G. Fanning, Edward J. Kessling and Harry B. Grubb.

New mouthwash launched in U. S. by refugees

Denthol, a new mouthwash, has been launched on the American market by the Denthol Co., San Francisco, Calif. A pocket-sized bottle sells for 13 cents and a family-sized bottle for 49 cents. A larger bottle is also sold at 79 cents. Dr. Ernest Rose, formerly of Germany, and Harold Rose, formerly of Holland, are back of the enterprise.



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Thyme, Origanum, Cade,
Labdanum, Sage, etc.

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Extension of time for filing capital stock tax returns

In consideration of the provisions of the new tax law referring to capital stock taxes, the Commissioner of Internal Revenue announced Sept. 24 that returns need not be filed for the year ending June 30, 1941 until October 29, 1941. Furthermore, Dec. 28, 1941, has been established as the final date for payment of the taxes due.

National Beauty Products Assn. formed by 200 manufacturers

The National Beauty Products Assn. was organized Sept. 19 in New York, N. Y., by 200 beauty and barber shop equipment and supply manufacturers.

The new association has elected an executive committee which includes officials of the following concerns: Eugene, Ltd., New York; John H. Breck, Inc., Springfield, Mass.; Martin Brothers Electric Company, Cleveland, Ohio; Noma, Inc., St. Paul, Minn.; Nestle LeMur Company, New York; Emil J. Paidar Company, Chicago, Ill.; W. G. Shelton Company, St. Louis, Mo., and Wella Corporation, New York. The executive committee appointed K. H. MacDonald of the Credit Clearing House, 250 West 57th St., as executive secretary and treasurer.

The Beauty and Barber Supply Institute, at its annual meeting, elected Oscar B. Leve of St. Louis as president. Mr. Leve succeeds C. A. Stearns of San Francisco, Calif. August Probst of Little Rock, Ark., was elected first vice president and O. B. Sellers of Fort Worth, Texas, second vice president. Joseph Byrne, secretary, and George Miller, treasurer, were re-elected.

Shulton, Inc., adds face powder to its Old Spice line

A special campaign has been started by Shulton, Inc., New York, N. Y., to mark the addition of face powder to its Early American Old Spice line of toiletries.

Florasynth Laboratories, Inc., adds to West Coast facilities

The Pacific Coast Division of Florasynth Laboratories, Inc., has announced that their offices and warehouse facilities, in the northern California area, have been moved to their own building at 948 Howard St., San Francisco. The offices and warehouse, a two-story building, is under the management of Paul G. Fourman, Sr. and Jr. The new space will add materially to Florasynth's Pacific Coast facilities. These already include an office and ware-



New San Francisco headquarters for Florasynth on Pacific Coast

house in Seattle, Wash., under the management of E. J. Garvey.

Dr. Alexander Katz, treasurer of the company, supervising operations on the West Coast from his headquarters in Los Angeles, indicated that the action was necessary in view of increased production in all Florasynth lines. The current demand for raw materials, synthetics, and substitute formulae has made it necessary for Florasynth Laboratories to enlarge the old, and establish new facilities of greater flexibility to meet the constantly growing needs of old customers and many new ones.

Dr. Katz has left the United States for a six weeks' sojourn in Hawaii where he will investigate the possibilities for using Hawaiian raw materials in the production of perfume products.

Plough, Inc., gets contract for 50,000,000 aspirin tablets

Plough, Inc., Memphis, Tenn., has received an order from the U. S. Army Medical Depot of the War Dept. at St. Louis, Mo., contracting for 50,000,000 aspirin tablets. The tablets are to be supplied in 50,000 bottles and will be used in the army hospitals. The shipment represents two solid carloads.

Airline prune juice being promoted by Max Ams, Inc.

Max Ams, Inc., New York, N. Y., is introducing Airline prune juice. It is offered in refrigerator jars and cans. Hitherto, the product has been sold widely under private labels.

Market conditions of drugs and essential oils discussed

The first meeting of the New York Branch of the American Pharmaceutical Assn. was held October 13 when addresses were given by E. G. Allison

on "Market Conditions of Crude Drugs as Affected by the War;" Dr. Ernest Guenther on "Market Conditions of Essential Oils as Affected by the War." Dr. Guenther also showed a moving picture on essential oil production.

New trade promotion plan in California fosters fair trade

The California Pharmaceutical Assn. in September adopted a new trade promotion plan to be known as the "California Pharmaceutical Association Fair Trade Promotion Plan." It will supersede a trade promotion plan in operation the past year which was known as "The Wagner Plan" as a compliment to John G. Wagner, Long Beach druggist, who was president of the association for the year 1940-41. The new association trade promotion set-up involves a number of changes in the original idea which it expands.

At the association's convention at Long Beach, when a resolution calling for consideration of the trade promotion plan by the executive committee was adopted, Walter Gnerich, secretary of the Northern California Retail Druggist's Assn., said he was enthusiastic over the Wagner Plan, but observed that it was more important for manufacturers to uphold prices under the fair trade laws than to help the retailer in other ways. The important thing, he said, was to make the independent a better merchant. He thought the drives they had had (business promotion drives under the Wagner Plan) were very interesting, each one presenting a different picture and with some notable successes, but he cautioned against sponsoring any association plan that failed to include support to the small as well as the large fair trader.

Under Rule No. 3, as adopted in September by officers and members of the executive committee of the association, the California Pharmaceutical Assn. Fair Trade Promotion Plan will extend the opportunity of participation therein to any deserving fair trade manufacturers. Under Rule 4, all arrangements are to be made through the office of the association's executive secretary, Roy S. Warnack, 356 South Spring St., Los Angeles. Under Rule 5, promotions at all times are to be adjusted to the wishes of the respective manufacturers and no specific conditions are to be exacted in order to receive association cooperation. Under Rule 6, it is to be understood that all promotions must be state-wide and that manufacturers are required to bear the expenses of any special mailings, etc., necessary to make each promotion successful. Under Rule 7, the time for such promotions shall be set in the order in which manufacturers apply.

Priorities squeezing premium makers out of business

When makers and buyers of premiums gathered in New York, N. Y., Sept. 13 for the seventh Atlantic Coast Premium Buyers Exposition they viewed the offerings of 69 exhibitors. Last year there were 98. Priorities and shortages have squeezed many makers of premiums out of the field entirely and others are in it only conditionally. Large soap companies and many cosmetic concerns which utilize premiums in their sales programs are confused as to what premiums to offer. One theory is that they should be strictly utilitarian; the other is that with purse strings looser luxury items may be offered.

Detroit wins fifth inter-city golf tournament from Chicago

The Allied Drug and Cosmetic Assn. of Michigan was host to the Chicago Golf Auxiliary consisting of members of the Chicago Soap, Perfumery and Extract Association and the Chicago Drug and Chemical Association, in the annual tournament, Sept. 19. The Chicago guests arrived in Detroit Sept. 18 and were taken immediately to their

quarters at the Shelby Hotel, where a get-together was held.

This is the fifth year that the Chicago and Detroit Associations have held an inter-city golf tournament, the winner taking the Fort Dearborn trophy.

On Sept. 19 the Chicago guests were taken to the Forest Lake Golf and Country Club in Pontiac, Mich., where they were entertained at luncheon, golf and dinner by Detroit. In the golf tournament Detroit was the winner of the trophy by a wide margin.

David A. Bennett, president of Albert Verley, Inc., left a useful prize that will be remembered by everyone.

The Chicago group plans are handled by R. A. Holland, Walter Ney, J. A. Gauer, R. Morris and David Olin. Arrangements in Detroit were made by Charlie Farmer, Jeff Snyder, Gerry Carlisle, H. Royce and J. LaRue.

Cosmetic manufacturers must cut use of paper products by 25 per cent

The pulp and paper section of the OPM is seeking the aid of the toilet preparations industry in the conservation of paper products for packing and shipping. It has suggested that the industry cut its use of paper products by greater parsimony, by an industry-

wide agreement to eliminate certain uses, or else an order will have to be issued limiting the amount of packing material any firm can buy. Questionnaires have been sent out asking for suggestions on smaller cartons, elimination of wrapping paper, reducing the size of labels, etc.

Jailed for refusing to reveal formula as a trade secret

For refusing to reveal the quantitative formula of his drug product to the Federal Trade Commission in a public hearing after having been ordered to do so by a Judge, Frederick A. Clarke, Glendale, Calif., was committed to jail for contempt of court. He was released under bond pending an appeal.

In view of the fight the industry made to prevent full formula disclosure from being included in the Food, Drug and Cosmetic Act when it was before Congress, the case is being watched with interest. If courts can subpoena a formula on the theory that the Federal Trade Commission must have it to determine the validity of advertising claims, the courts will in effect write into the law what the industry specifically fought to prevent, the right to withhold a formula as a trade secret.



Among the foursomes in the Chicago-Detroit golf match were, reading left to right: Messrs. La Rue of Magnus, Mabree & Reynard, Cowell of the J. T. Baker Chemical Co., Wahnsley of Monsanto Chemical Co. and Chadwick of Chas. Pfizer & Co.; Messrs. Spraker of Fritzsche Brothers, Inc., Grum of Owens-Illinois Glass Co., Russell of Monsanto Chemical Co. and Stevenson of Givaudan-Delawanna, Inc., and R. J. Prentiss & Co., etc.; Messrs. Lum, Stevenson and Vance, all of Givaudan-Delawanna, Inc., and Vicary of Mark Allen Co.; Messrs. Wolff of Frederick Stearns & Co., MacDonald of Harry Holland & Sons, Brand of L. Sonneborn Sons, Inc., and Holland of Harry Holland & Sons.



Other players included, reading left to right: Messrs. Morris of Orbis Products Corp., Carson of N. W. Instrument Co., Beeman of Beauty Counselors and Vanallsburg of Ecclestone Chemical Co.; Messrs. Wehmer of E. I. du Pont de Nemours & Co., Melville of F. W. Kerr Co., La Rue of Magnus, Mabree & Reynard and Jennings of New York Quinine & Chemical Works; Messrs. Horsful of Cyanamid Co., Bedell of Beauty Counselors, Gauer of Fritzsche Brothers, Inc., and Pauley of Monsanto Chemical Co.; Messrs. Snider of Commercial Solvents Corp., Drury of A. C. Drury & Co., Jelly of Walter H. Jelly & Co., and Elliot of Elliot Sales Service. This was the fifth meeting of the two groups.

TECHNICAL ABSTRACT SECTION

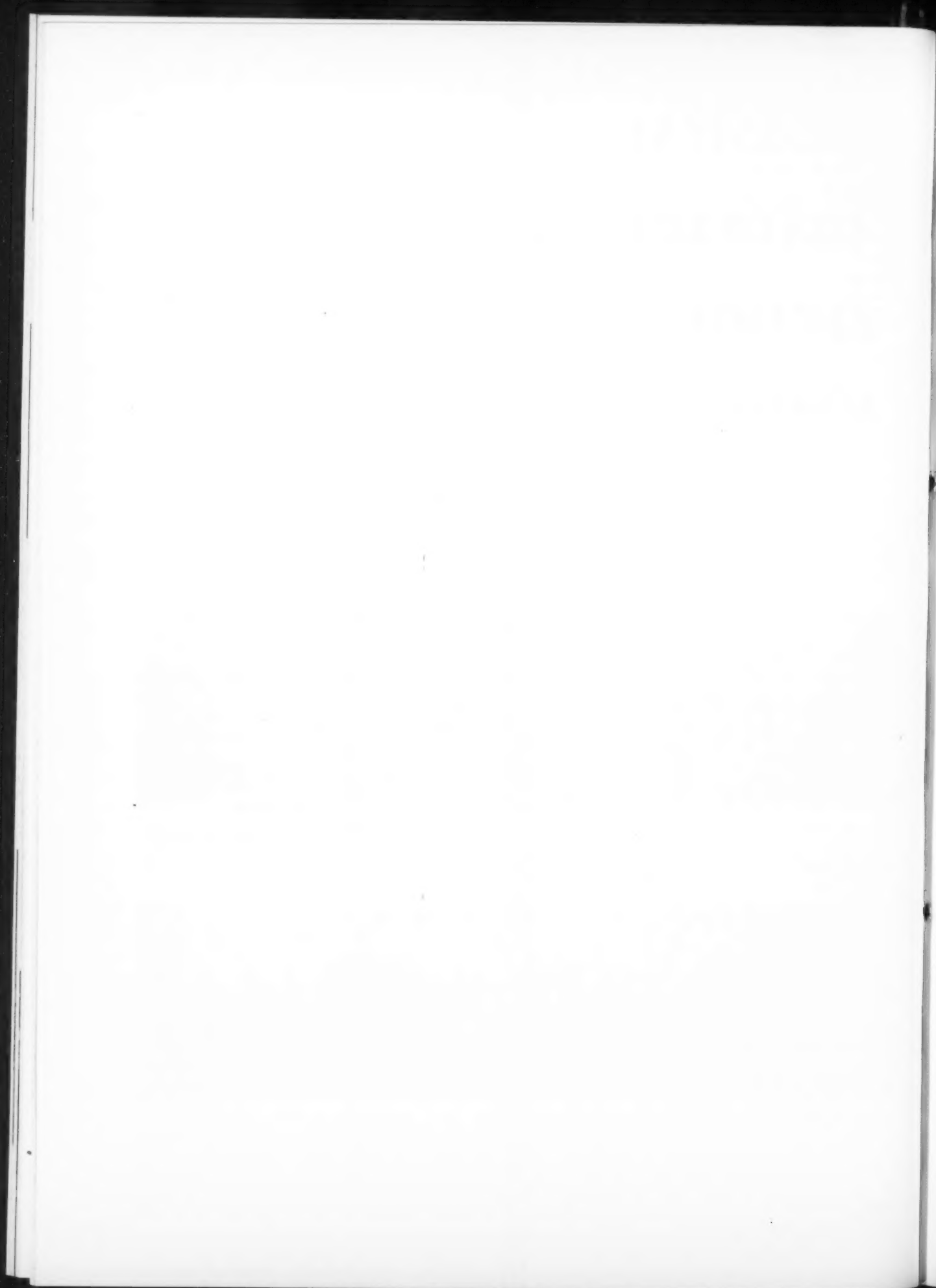
OCTOBER 1941

Compiled by Maison G. deNavarre,
Technical Editor of The American
Perfumer * * *

The brief abstracts listed in this section provide you with a convenient key to the current scientific literature of the world on perfumes, cosmetics, toilet preparations, soaps, etc.

A—Analysis	N—Antiseptics
B—Perfumes	O—Hair Preparations
C—Essential Oils	P—Sun Tan Preparations
D—Cosmetics General	Q—Miscellaneous
E—Deodorants	R—Oils and Fats
F—Depilatories	S—Shaving Preparations
G—Creams General	T—Skin Absorption
H—Emulsion	U—Dermatitis
I—Face and Other Powders	V—Manicure Preparations
J—Make-up	W—Wetting and Foaming Agents
K—Shampoo	X—Permanent Waving Preparations
L—Soaps	Y—Flavors
M—Dental Preparations	Z—Organic Chemistry

T H E
A M E R I C A N
P E R F U M E R



A Analysis

Boric Acid as a Titrimetric Standard, H. T. Liem, *Pharm. Tijdschr. Nederland. Indie*, 13, 291-6, 1936. Common boric acid, once recrystallized from boiling water, is sufficiently pure for use as a standard; the titration is carried out in presence of glycerol, mannitol, fructose or invert sugar. (Through C.A. 34.)

Chemical Analyses of Deciduous Enamel and Dentine, M. J. Bird, Ethel L. French, Marian R. Woodside, Martha I. Morrison and Harold C. Hodge, *J. Dental Research*, 19, 413-23, 1940. (See item under Section M.)

Chloramine-T in the Determination of Anisaldehyde and Piperonyl-aldehyde (Piperonal or Heliotropin), R. Airolti, Riv. Ital. *Essenze profumi piante offic.*, 20, 326-7, 1938. (See item under Section B.)

Determination of the Acetyl Group, John R. Matchett and Joseph Levine, *Industrial & Engineering Chemistry, Analytical Edition*, 13, No. 2, 98, 1941. The acetyl content of chemical compounds is determined by the formation of ethyl acetate, utilizing hydrochloric acid as catalyst and distilling ternary azeotrope ethyl acetate-ethanol-water. This trans-esterification is somewhat dependent on the structure of the compound. Five substances were studied, including acetphenetidine which reacts difficultly.

Determination of Morpholine, L. S. Malowan, *Mikrochemie ver. Mikrochim. Acta.*, 28, 285-8, 1940. If an alkaline solution of mercuric iodide (Nessler's solution) is added to a dilute aqueous solution of morpholine, this cyclic amine gives fine white crystals consisting of mercuric iodide united with several mols of the base. The damp crystals decompose readily so that analysis is difficult but the product contains approximately 2.8 per cent N. (Through C.A. 34.)

Determination of Morpholine, Irwin S. Shupe, *J. Assoc. Official Agr. Chem.*, 23, 824, 31, 1940. Morpholine can be quantitatively titrated, using methyl red indicator along with normal acid. Morpholine may be recovered

from compositions by steam distillation. Tests for identifying the compound are given. Morpholine reacts with carbon disulfide to form a crystalline dithiocarbamate. The soaps may be decomposed with 5 per cent hydrochloric acid, then extracted with ether. The aqueous extract is then steam distilled. Recoveries of 95 to 99 per cent can be obtained.

Determination of Small Quantities of Water in Oils, J. Grant, *Chemist-Analyst*, 29, 79-80, 1940. Five grams oil is weighted out into a test tube. The tube is stoppered and heated from below, thus causing the water to condense just below the stopper. The water cooling in the upper portion of the tube is removed by heat. The tube is cooled and weighed.

Diphenylcarbazid as a Reagent for Judging the Rancidity of Fatty Oils, A. Schramme and R. Neu, *Fette u. Seifen*, 47, 447-8, 1940. (See item under Section L.)

Estimation of Saturated Glycerides in Shortenings and Margarines, C. A. Coffey and H. T. Spanuth, *Oil and Soap*, 17, 216-17, 1940. The saturated glyceride is dissolved in acetone and brought to volume, then kept at 30°C for 18 hours. The precipitated material is filtered off into tared Gooch crucibles.

Phosphate Method for Determination of Lead, V. I. Petrashen, *Izvest. Novocherkasskogo Ind. Inst. im. S. Ordzhonikidze, Ser. Khim.*, 1938, 55-74. Make the solution normal in acetic acid, add ammonium nitrate (2.5 g./150 ml. total solution) and precipitate while hot with 5 to 6 times the required amount of ammonium phosphate. Allow the precipitate to settle for 4 hours on electric plate, cool, filter, wash with 0.5 per cent ammonium nitrate, ignite and weigh as lead pyrophosphate. In presence of cobalt or manganese ions, multiply by 0.781 to get lead oxide while for lead alone or in presence of barium, calcium, magnesium, zinc or nickel ions multiply by 0.778. Error was not over 0.2 per cent. (Through C.A. 35.)

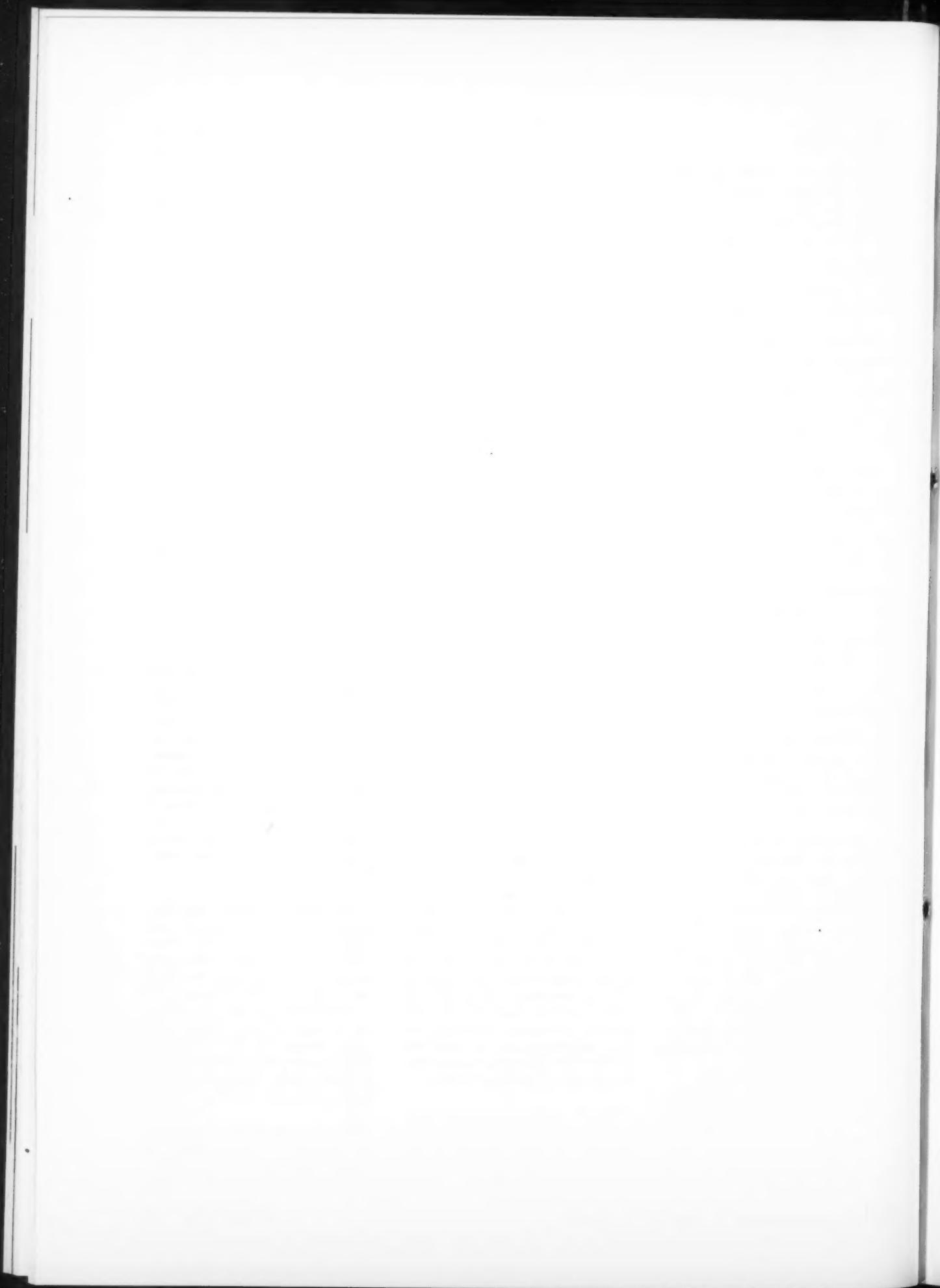
Pimento, Analysis of Ground, Mme. Dumas, *Ann. fals.*, 247-250, 1939. Analysis of nine samples of the ground dried fruit of *Capsicum annum* gave the following results:

water 6.79 to 13.07 per cent, non-volatile oil 9.35 to 12.80 per cent, volatile oil 0.16 to 0.39 per cent, ash 5.80 to 6.99 per cent, carbohydrates (reducing matter in water-soluble extract) 8.70 to 14.40 per cent, proteins (nitrogen x 6.25) 14.88 to 16.65 per cent; crude fiber 20.65 to 24.50 per cent. The ash had the following composition: water-soluble 80.05 to 83.75 per cent, water-insoluble 16.25 to 19.95 per cent, alkalinity of the ash (as potassium carbonate) 57.65 to 66.80 per cent, sulfates (SO_3) 2.95 to 3.48 per cent, phosphates (P_2O_5) 15.80 to 16.83 per cent, silica 4.11 to 5.60 per cent, ferric oxide + alumina 17.92 to 20.94 per cent, lime 4.68 to 6.07 per cent, magnesia 7.65 to 8.82 per cent, potash 33.28 to 35.87 per cent, manganese trace. The nonvolatile oil was a deep red, viscous liquid with sharp taste, exhibiting no fluorescence under filtered ultraviolet light, possessing considerable drying properties, and having the following characteristics: refractive index at 20°C. 1.4812 to 1.4836 iodine value 131.9 to 141.6, acid values 15.85 to 25.95, saponification value 184 to 195, ester value 164.40 to 173.25. (Through J.A.Ph.A. 29.)

Potassium - Sodium Cobaltinitrite Precipitate, Rex J. Robinson and James D. Hauschildt, *Ind. Eng. Chem., Anal. Ed.* 12, 676-7, 1940. The findings of the A.O.A.C. are confirmed by the authors. The composition of precipitate varies with the conditions under which the precipitation was made, the concentration of alcohol and of sodium ions. For accurate results, a known control should be analyzed at the same time under the same conditions.

Preparation of Stable Thiosulfate Solutions, James L. Kassner and Esther E. Kassner, *Ind. Ing. Chem., Anal. Ed.* 12, 655, 1940. Sulfur eating bacteria may be inhibited in thiosulfate solutions by the addition of 0.4 cc. chloroform per liter of solution and storing in brown bottles with rubber stopper. In dark bottles, no change was evident in sixteen months. In plain glass, deterioration was found within five months.

Rapid Determination of Aldehydes and Ketones, V, Determination of Vanillin and Acetone, E. K. Nikitin and S. A. Vershinskii, *J. Gen. Chem.*



(U.S.S.R.) 7, 1306-14, 1937. The alkaline condensation of acetone with vanillin is a means of determining each one. Either vanillalacetone or vanillalbisacetone is formed depending upon the conditions of reaction. For the determination of vanillin, take 5 cc. of the solution and treat with 5 cc. of acetone, adding 5 cc. of 50 per cent KOH. A standard solution is treated in the same manner, and from the formula given the amount of vanillin is computed. (Through C.A. 31.)

Reactions for the Identification of Talc and Kaolin, V. Lucas, *Rev. assoc. brasil. farm.*, 20, 424, 1939; *Anales farm. bioquim.* (Buenos Aires), Supl., 11, 34, 1940. (See item under Section I.)

Reduction Method for the Evaluation of Titanium Dioxide, Herman Skolnik and Wallace M. McNabb, *Ind. Eng. Chem., Anal. Ed.*, 12, 672-3, 1940. Quadrivalent titanium is reduced to the trivalent state with zinc amalgam, then running the sample into ferric alum and titrating with standard potassium permanganate. The results of six analyses agreed well with each other.

The Reaction and Determination of Salicylic Acid and Ferric Chloride, Giuseppe Illari, *Ann. chim. applicata*, 29, 490-500, 1939. Many acids such as phosphoric, boric, acetic, oxalic, tartaric and citric, as well as their alkali salts, form complexes with the iron (Fe^{+++}) ion, so that the latter no longer gives its characteristic color reaction with salicylic acid. The maximum amounts of the above compounds which can be tolerated, without interfering with the estimation of ferric ion (Fe^{+++}) or of salicylic acid, were determined. (Through C.A. 34.)

The Separation of Saturated from Unsaturated Acids, T. P. Hilditch, *Chem. Products*, 3, 78, 81, 1940. The mixed fatty acids are dissolved in 95 per cent ethyl alcohol, brought to a boil to which is added alcoholic lead acetate containing free acetic acid. The lead soap is precipitated after which the solid and liquid fatty acids are regenerated. Each group of acids is converted into the methyl ester and by further elaboration of the esters, the solid and liquid acids

are separated in the form of esters by fractionating in vacuum. (Through C.A. 35.)

B Perfumes

Chloramine-T in the Determination of Anisaldehyde and Piperonylaldehyde (Piperonal or Heliotropin), R. Airoidi, *Riv. Ital. Essenze profumi piante offic.*, 20, 326-7, 1938. For the determination of anisaldehyde, 30 to 50 cc. of an aqueous solution containing about 1 per cent anisaldehyde is mixed in a glass-stoppered flask with 5 to 10 cc. 5 per cent potassium iodide and an excess of 0.1 N chloramine solution (about 30 cc.). The mixture then is made alkaline with 10 cc. 10 per cent sodium hydroxide. The flask is allowed to stand 12 hours during which time it is occasionally rotated, the mixture is acidified with diluted hydrochloric acid, and the excess iodine titrated with 0.1 N thiosulfate. One cc. 0.1 N chloramine solution is equivalent to 0.006803 g. anisaldehyde. Piperonal is determined in the same manner, the factor being 0.007502. (Through C.A. 34.)

Perfumes, U. S. Pat. No. 2,210,311. Ketals, such as hexylpyrocatechol, dimethylketal or other ketals derived from pyrocatechol, are used in perfumes.

Structure of Metanethole, Wilson Baker and J. Enderby, *J. Chem. Soc.*, 1094-8, 1940. Metanethole is prepared from anethole with sulfuric acid, after seven hours of boiling during which isoeanethole is the main reaction product. The two are separated and the structure of metanethole is determined. (Through C.A. 34.)

Toilet Soap Discoloration, Anon., *Perfumery & Essential Oil Record*, 31, 299, 1940. (See item under Section L.)

C Essential Oils

Anise, Buchu, Calamus, Celery Fruit, Coriander, Cubeb, Fennel, Juniper Sage Sassafras, Thyme and White Sandalwood, Volatile Oil Content of, Anon., *Bull. Natl. Formulary Committee*, 8, 181-192, 1940. Yields, specific gravities, optical rotations,

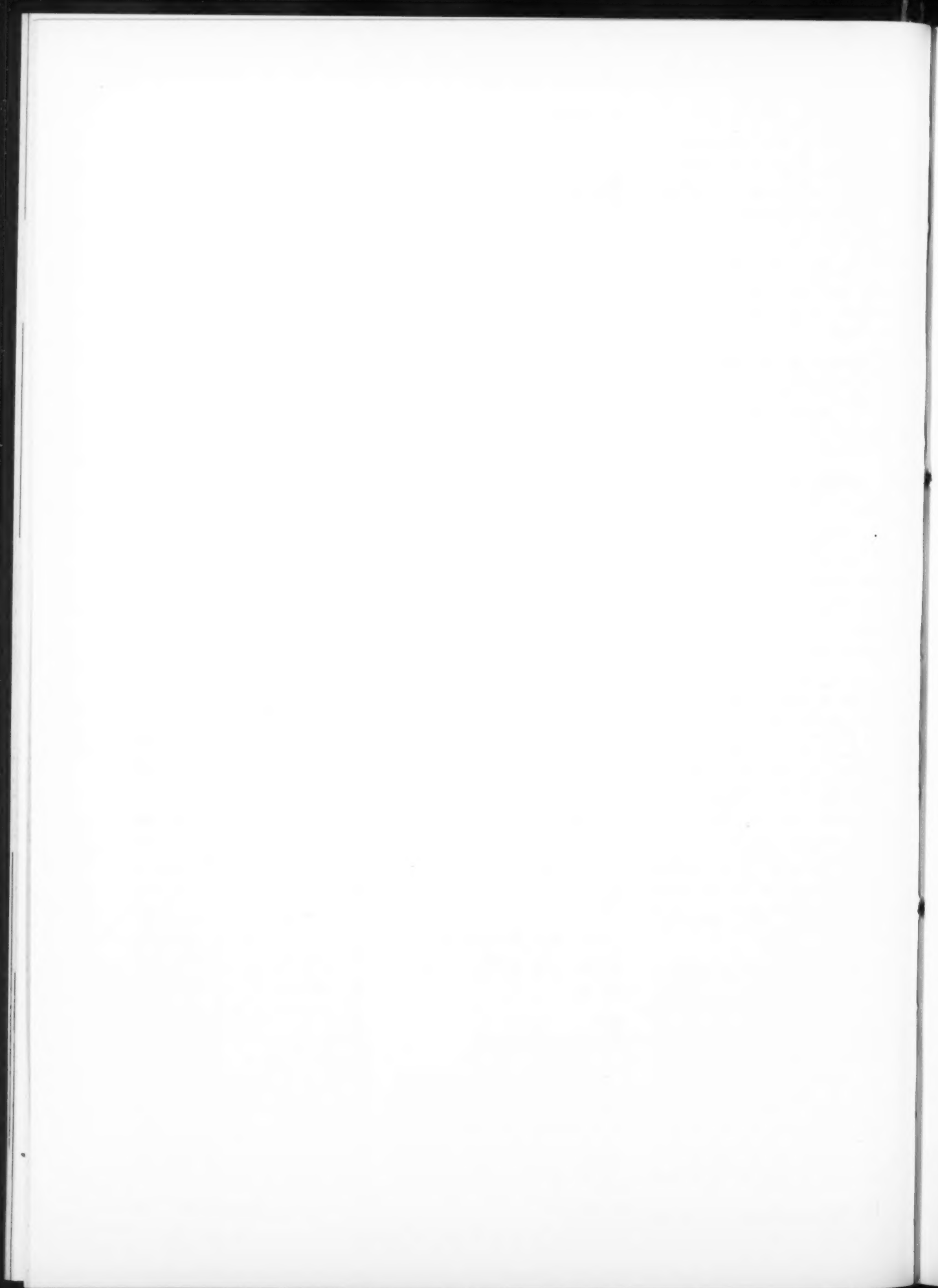
refractive indices, acid and ester numbers of a large number of samples of the oils are reported and the data summarized and compared with Gildemeister and Hoffman. (Through J.A.Ph.A. 29.)

Lavender Oil from Upper Bavaria, Albert Ellmer, *Deut. Parfum.-Ztg.*, 22, 19-20, 1936; *Chem. Zentr.*, 1936, I, 3033. The blossoms and stems of *Lavandula vera* cultivated in the Chiem region yielded lavender oils to the extent of about 0.5 per cent of the skimmed-off oil and about 0.1 per cent of water oil. The oils possessed the characteristic odor of the oils of Southern France. The $d_{15} = 0.8712$; $[\alpha]_D = -3^\circ 20'$ ($1 = 10 \text{ cm.}$); acid no. = 2.4; esterification no. 51.6, corresponding to an ester content of 18.1 per cent, calculated as linalyl acetate. (Through C.A. 31.)

Milfoil Oil, W. Peyer, *Deut. Apoth. Ztg.*, 55, 1-2, 1940. Flowers, leaves and stems yield a blue oil which may be distinguished from chamomile oil by its deep dark blue color and which may not be present as such in the plant but may be due to the azulene portion obtained upon steamdistillation. (Through J.A.Ph.A. 29.)

Oil of Petitgrain, E. S. Guenther, *Drug & Cosm. Ind.*, 47, No. 6, 638, 1940. The author makes a survey of the oil produced in Paraguay. The botany, history and development, producing regions, economic set-up and planting are discussed.

Peppermint and Peppermint Oil, Investigations on, F. Schlemmer and R. Springer, *Scientia Pharm.*, 10, 97-102, 1939. An extensive report on the effects of four fertilizer mixtures: 4 kg. superphosphate, 3 kg. potash (40 per cent) and 4 kg. ammonium sulfate (A), 4 kg. superphosphate and 4 kg. ammonium sulfate (B), 3 kg. potash (40 per cent) and 4 kg. superphosphate (C) and 3 kg. potash (40 per cent) and 4 kg. ammonium sulfate (D). The greatest yield of the herb in 1936-7 was obtained with mixtures B and C. In the yield of volatile oil no appreciable difference is noted for the various mixtures. A greater yield of oil was obtained from the herb dried in a storehouse rather than in the sun. The physical constants of the oils obtained from the same series of experiments were



determined. The specific gravity showed little variation with the oils from the various fertilizer mixtures but was lower for the samples dried in the warehouse; the optical rotation was higher for samples dried in the warehouse; the index of refraction showed little variation in any case. Dielectric constants were consistently lower for samples dried in the warehouse; the total menthol content was highest in the oils obtained from the drug grown with mixture D and in general higher when dried in the warehouse; the esters were the highest with mixture C and were consistently lower in the oils of the herbs dried in the warehouse; free menthol was the greatest with mixture D and higher when the herb was dried in the warehouse; acid numbers were the greatest with mixture D and much higher with the oils from sun-dried samples; menthone contents were highest with oils from mixtures C and D and in general showed little variation in the oils from the drugs dried by the two methods. (Through *J.A.Ph.A.* 29.)

Pimento, Analysis of Ground, Mme. Dumas, *Ann. fals.*, 247-250, 1939. (See item under Section A.)

The Value of Pine Oil as an Antiseptic, Jar Lebduska and J. Pidra, *Zentr. Bakt., Parasitenk., I Abt., Orig.*, 145, 261-9, 1940. (See item under Section N.)

Volatile Plant Constituents, Synthesis of Vetivazulene, A. St. Pfau and P. A. Plattner, *Helv. Chim. Acta*, 22, 202-208, 1939. Vetivazulene from vetiver oil was synthesized and shown to be identical with the natural product by the identity of the absorption spectra in the ultraviolet and in the visible and of the melting points and mixed melting points of their trinitrobenzoates (151.5—152°), picrates (121.5-122°), and trotylates (80.5-81°) (trinitrotoluene compounds. (Through *C.A.* 33.)

D Cosmetics General

Acute and Chronic Toxicity of Triethanolamine, Victor H. Kindsvater, *J. Ind. Hyg. Toxicol.*, 22, 206-12, 1940. Triethanolamine as the free base or possibly as the fatty acid soap can be ingested repeatedly in low

concentrations. The lethal dose for rats and guinea pigs is about 8 g. per kg. (Through *C.A.* 35.)

Amino Glycol in Cosmetics, J. Kalish, *Drug & Cosm. Ind.*, 48, No. 1, 31, 1941. (See item under Section G.)

A Study of the Incidence of Airborne Molds and of Skin Sensitivity to Molds, Edna S. Pennington, *South. Med. J.*, 33, 931-9, 1940. A large percentage of allergic patients (86.5 per cent out of 526 examined) are skin sensitive to air-borne molds. This sensitivity is usually multiple and coexists with sensitivity to food and other inhalant allergens. (Through *C.A.* 35.)

Baby Preparations, Ralph G. Harry, *F.I.C., F.R.M.S., Mfg. Chemist*, 11, 280, 1940. A review of the composition of various baby preparations. Twenty-three formulas are given. Products described are baby oils and creams, shampoo, diaper rinse, sun screens and baby powders.

Cleansing Composition, *British Pat. No. 512,642*. Cleansing pastes are made by mixing together liquid toilet soap 7-9, potash soft soap 48-52, pumice powder 52-56 and oil of lemongrass about 0.125 parts.

Collapsible Tubes Suitable for Holding Cosmetics, Etc., *U. S. Pat. No. 2,212,433*. Plastic sheeting consisting of a transparent cellulose derivative is treated with elastic colloid and traumaticin. The sheets are wound into cylinders to form tubes.

Cosmetics, *Belgian Pat. No. 435,336*. A triethanolamine-base cream is mixed with flour extracts, glycerol, glycol adipate, castor oil, almond oil and tincture benzoin. (Through *C.A.* 34.)

Cosmetic Pot-Pourri, F. H. Sedgwick, *Soap, Perf. & Cosm.*, 13, 622, 1940. Second portion of series, in which are described lipstick, daphne perfume, cosmetic preservatives and hair lacquer. The work of Gershon, published earlier on the testing of lipsticks for heat stability, is mentioned. Daphne and muget perfume experiments can be carried out along the line of lily-of-the-valley extract for which a formula is given. Glycerine

substitutes are described, in view of the current glycerine shortage.

Cosmetic Pot-Pourri, F. H. Sedgwick, *Soap, Perf. & Cosm.*, 13, 770, 1940. Miscellaneous data on the composition and formulation of bath preparations, cosmetic cream bases, paste shampoo, hair lacquers, perfumes and a short discussion of emulsion stability. A paste shampoo may be made from 550 grams stearic acid, 25 grams coconut soap, 5 grams lanolin. When this mixture is melted, 70 grams of glycerine and 280 grams of potash 38° Be. are added. The alkalinity is checked and the soap so produced is dissolved in the mixture of 60 grams of turkey red oil and 950 grams of hot water. Mix well and pass through a mill if necessary. Nine basic formulations, quoted from Cola's work, also are mentioned. A formula for hair lacquer consists of 150 parts of bleached ester gum, dissolved in a hot solution of 25 parts borax and one thousand parts water; when thoroughly dissolved, cool and add 180 parts alcohol and 300 parts of water.

Cosmetics, Fertile Field for Chemical Research, F. E. Wall, *J. Chem. Educ.*, 17, 77-80, 1940. There is need for information on practically everything used in every type of cosmetic product now in use. Research is also needed on the phenomenon of absorption by the skin, the relationship between systemic conditions and the success of cosmetic treatments, idiosyncrasies and tolerances for substances used in cosmetics, use of vitamins and hormones, safe hair colorings, problems of hair waving, etc. (Through *J.A.Ph.A.* 29.)

Fruit and Vegetable Juices in Cosmetics, H. Stanley Redgrove, *Mfg. Perfumer*, 11, 285, 1940. A review describing the use of various fruit and vegetable juices in cosmetic compositions. The probable therapeutic value of the various components of such materials is described.

Glycerol, Glycols and Aqueous Sugar Solutions, Solidified Compositions Containing, *U. S. Pat. No. 2,165,857*. Polyhydroxy compounds such as glycerol or glycols are solidified to various stages of consistency by means of higher aliphatic alcohols, such as cetyl or myristyl alco-



hols together with a soap substitute, such as a salt of a higher alcohol sulfate. Such products are useful cosmetic bases.

Tincture of Calendula, H. Stanley Redgrove, *Mfg. Chemist*, 12, No. 1, 7, 1941. A discussion of the varieties of marigold as well as the one currently in common cultivation in England is presented. Five formulas are given for various marigold toiletries. An interesting after shaving lotion consists of menthol 0.5 grams, tincture of calendula, B.P.C. 100.00 ml., perfume q.s. To this add sufficient quantity of witch hazel to make 1 liter.

E Deodorants

Astringent Perspiration-Inhibiting Cosmetic Compositions, U. S. Pat. No. 2,210,013. Basic aluminum formate is a corrosion-inhibitor when used with acid reacting salts such as aluminum sulfate. U. S. Pat. No. 2,210,014 relates to the use of acid reacting salts of aluminum with a soluble alkaline salt of an acid having not more than 6 carbon atoms, such as formate, acetate, lactate, etc.

Deodorization Question, Th. Rumele, *Pharm. Zentralhalle*, 81, 229-33, 1940. The problems arising from bodily perspiration and resultant odor and irritation are considered in connection with suggestions for alleviation, notably application of appropriate liquids, salves and powders. (Through C.A. 35.)

Improved Aluminum Chloride Astringent, British Pat. No. 527,439. Compound of aluminum chloride and urea or an amide together with an emulsifying agent in water forms antiperspirant preparations.

F Depilatories

Cosmetic Manual, J. Kalish, *Drug & Cosm. Ind.*, 47, No. 2, 148, 1940. A review of the composition and formulation of depilatories, with 34 formulas. A depilatory powder can be made from strontium sulfide 35 parts, starch 35 parts, talc 28 parts, menthol 0.2 parts and perfume 1.8 parts. A depilatory cream can be made from sodium sulfide 4 parts, hydrated lime

4 parts, kaolin 32 parts, glycerine 1 part, water 59 parts. A liquid depilatory can be made from sodium sulfide 12 parts, water 88 parts.

Depilatory, Belgian Pat. No. 429,447. A mixture of 17 per cent zinc oxide, 60 per cent soluble acetone and 23 per cent insoluble acetone is spread in the plastic state on a flexible support such as paper, film or fabric. (Through J.A.Ph.A. 29.)

Depilatory, British Pat. No. 521,240. A composition comprising a mercaptan which contains additional groups such as a non-polar hydroxyl, ketone, aldehyde or ether group, or a polar alkaline group such as amine or a sulfonic group. The materials are used in an alkaline solution or in conjunction with alkaline earth hydroxide, such as strontium hydroxide or calcium hydroxide or both.

G Creams General

Amino Glycol in Cosmetics, J. Kalish, *Drug & Cosm. Ind.*, 48, No. 1, 31, 1941. Amino glycol has been adopted for 2-methyl-2-amino-1, 3-propane-diol, a new synthetic compound having a pH of 10.78 in water solution. Its equivalent weight is 105 (as compared to 140 for triethanolamine). Formulas for making a stearate soap together with formulas for seven cosmetics are given. A hand cream can be made from 20 parts stearic acid, 1 part cetyl alcohol, 1.5 parts amino glycol, 10 parts quince mucilage, 10 parts glycerine and water 57.5 parts. A cleansing cream is made from stearic acid 8 parts, paraffin 7 parts, mineral oil 30 parts, ceresin 2 parts, amino glycol 3 parts and water 50 parts. Methods of compounding are included.

Base for Cosmetics, Japanese Pat. No. 128,286. Wool fat hydrogenated at 250 to 300° under 100 to 300 atmospheric pressure is compounded with zinc oxide, titanium dioxide, talc, borax and glycerol, etc. (Through C.A. 34.)

Beeswax, W. Victor Harris, *Dept. Agr. Tanganyika Territory Pamphlet* 23, 18 pp., 1940. A discussion of the wax-producing industry in Tanganyika under the following headings: The nature of beeswax, collection,

preparation, marketing, export statistics, prices, environment (producing districts), uses, production statistics. (Through C.A. 34.)

Derivatives of Sorbitol and Mannitol in Cosmetic Formulation, Ralph G. Harry, *Mfg. Perfumer*, 11, 289, 1940. A review of the properties of sorbitol and mannitol and their esters. Nine formulas for various types of preparations are given. A water-in-oil emulsion may consist of 2 parts mannide mono-oleate, 32 parts petroleum jelly and 66 parts water. A deodorant cream may consist of 2 parts mannide mono-oleate, 38 parts petrolatum, 20 parts hydrated aluminum chloride and 40 parts water.

Glycol Esters, U. S. Pat. No. 2,221,674. (See item under Section H.)

Lime Creams, Anon., *Mfg. Chemist*, 12, No. 1, 3, 1941. A revival of the old time lime creams that were used for various purposes is described. Saccharated lime solution is suggested to replace lime water. The addition of oleic acid with mineral oil in place of vegetable oil is a useful war-time substitution. The emulsifying agent which is formed is calcium oleate.

Liquid Cleanser, Anon., *Drug & Cosm. Ind.*, 48, No. 1, 98, 1940. Mineral oil 15 parts, oleic acid 5 parts, amino glycol 1 part, water 79 parts. The mixture is emulsified in the usual way and may be further stabilized by replacing part of the water with 1 per cent mucilage of gum tragacanth.

Pharmaceutical Preparation for Treatment of the Skin, Japanese Pat. No. 129,206. An emulsion of cetyl alcohol or lecithin or both in an organic solvent, such as ether or ethyl alcohol, is mixed with zinc oxide and starch, and dried at low temperature. The surface of the dried preparation is covered with lipoids, such as cetyl alcohol or lecithin. (Through C.A. 34.)

Purifying Beeswax, G. V. Vansell and C. S. Bisson, *J. Franklin Inst.*, 278, 1940; through *Drug & Cosm. Ind.*, 47, No. 4, 457, 1940. Sun heat is better than boiling water in preparing beeswax for cosmetic use. Boiling the wax in dilute acid de-



stroys impurities without affecting the wax. Wax may be kept hot in containers of glass, stainless steel, aluminum or nickel without darkening. Propolis renders the wax excessively acid.

H Emulsions

Aqueous Emulsions and Dispersions, *British Pat. No. 513,076.* These are made by using as the dispersing or emulsifying agent a compound obtainable by introducing, with the aid of a sulfonating agent or an agent containing a sulfonate group, one or more sulfate radicals into a polyvinyl alcohol or a hydrogen-solution derivative thereof. (Through C.A. 35.)

Aqueous Solutions for Emulsions, *Canadian Pat. No. 392,387.* Aqueous solutions of substances difficultly soluble in water are prepared by using as a stabilizer cholestenonesulfonic acid or one of its water-soluble salts. (Through C.A. 35.)

Binding of Water by Stearilide, B. A. Toms, *Nature* **146**, 266, 1940. Further evidence is submitted, which supports the former suggestion that in the hydrated anilides of stearic and palmitic acids the "bound" water is held by a micellar structure. (Through C.A. 34.)

Cosmetic Cream Emulsion, U. S. Pat. No. 2,216,485. Mineral oil is sulfonated, while dissolved in liquid sulfur dioxide. The resulting product may be used in compounding fatty cream basis.

Detergent and Emulsifying Agents (Boric Acid Esters, Etc.) Derived from Polyhydroxy Alcohols, U. S. Pat. No. 2,209,634. (See item under Section W.)

Glycol Esters, U. S. Pat. No. 2,221,674. Aliphatic acids containing more than five carbon atoms esterified with diethylene glycol monoethylether are used in coating compositions containing nitrocellulose.

Lanolin, Sterine and "Emulgatore II," H. Janistyn, *Fette u. Seifen*, **47**, 405-9, 1940. The capacity of cholesterol, sterols, steroids, fats, hydrocarbons to take up water depends on the activity of the hydroxyl group.

Unsaturated sterols emulsify better than saturated sterols. The utility of the various sterols are discussed. (Through *Oil & Soap*, **17**, No. 12.)

Properties of Superconducting Colloids and Emulsions, D. Shoenberg, *Proc. Roy. Soc. (London)*, **A175**, 49-70, 1940. Magnetization curves of colloidal mercury preparations at 1 to 4°K. showed that there is an appreciable penetration, increasing with temperatures, of magnetic fields into small superconductors. Agreement with the London theory is only qualitative. (Through C.A. 34.)

The Stability of Emulsions, II, Emulsions Stabilized by Hydrophilic Colloids, A. King and L. N. Mukherjee, *J. Soc. Chem. Ind.*, **59**, 185-91, 1940. Emulsions stabilized by agar, gelatin, gum acacia, gum tragacanth, egg yolk, lecithin, Irish moss and saponin were studied by the size-frequency technique. Most of these agents form emulsions considerably coarser, but often more stable, than soap-stabilized systems. High viscosity promotes stability of emulsions by minimizing creaming and coalescence due to kinetic impact. Calcium chloride inverted oil-water emulsions are stabilized by egg yolk. (Through C.A. 35.)

Stability of Emulsions, III, A General Survey of Solid Emulsifying Agents with Special Reference to the Hydrous Oxides and Hydroxides, H. L. Bennister, A. King and R. K. Thomas, *J. Soc. Chem. Ind.*, **59**, 226-32, 1940. The effectiveness of the emulsifiers depends on their physical state as well as their chemical structure. The emulsification of carbon tetrachloride, paraffin and carbon bisulfide was best accomplished with gelatinous precipitates of a basic character. Emulsions thus prepared were very stable and insensitive to the presence of electrolytes but were relatively coarse. (Through C.A. 35.)

I Face and Other Powders

Hydrated Aluminosilicates, V. Charrin, *Ceram. verrerie, email.*, **4**, 475-6, 1936. The occurrence, composition, properties and uses of pholerite, allophane, pyrophyllite, halloysite, montmorillonite and bentonite are described. (Through C.A. 34.)

Reactions for the Identification of Talc and Kaolin, V. Lucas, *Rev. assoc. brasil. farm.*, **20**, 424, 1939; *Anales farm. bioquim.* (Buenos Aires), *Supl.*, **11**, 34, 1940. Mix 1 g. of the powder with 1 cc. concentrated H₂SO₄, heat until white fumes appear, cool, dilute with 10 cc. water and filter. To the filtrate slowly add 15 per cent NaOH solution. A gelatinous precipitate soluble in excess of NaOH [Al(OH)₃] indicates kaolin and a precipitate insoluble in excess of NaOH [Mg(OH)₂] indicates talc. (Through C.A. 34.)

Recent Developments in Central Grinding Units and Unit Pulverizers, Werner Schoning, *Arch. Warmewirt.*, **20**, 289-91, 1939. Brief descriptions and illustrations are given of a coal-pulverizing plant in which bag or electrical filters are employed instead of a cyclone, and of three types of roll and hammer mills. (Through C.A. 34.)

Reduction Method for the Evaluation of Titanium Dioxide, Herman Skolnik and Wallace M. McNabb, *Ind. Eng. Chem., Anal. Ed.*, **12**, 672-3, 1940. (See item under Section A.)

J Make-Up

Cacao Butter, Marcel Richard, *Bull. officiel office intern. cacao chocolat*, **9**, 367-94, 1939. (See item under Section R.)

Stocking Simulating Cream, Anon., *Soap, Perf. & Cosm.*, **13**, 628, 1940. Sarensen's formula consisting of 60 grams vanishing cream, 15 grams glycerine, 22½ grams face powder, 2 grams karaya gum mucilage, suitably perfumed, is suggested as basis for formulating such a cream.

K Shampoo

Cosmetic Pot-Pourri, F. H. Sedgwick, *Soap, Perf. & Cosm.*, **13**, 770, 1940. (See item under Section D.)

Substituted Ammonium Salts of Sulfocarboxylic Acid Esters, U. S. Pat. No. 2,221,377. (See item under Section W.)

Thickening Solutions Such as Those of Interface Modifiers, U. S. Pat. No.



2,189,803. (See item under Section W.)

L Soaps

Conversion of Ricinoleic Acid Soaps Into Other Compounds, U. S. Pat. No. 2,217,515. An arrangement of apparatus is described, and a process in which a ricinoleic acid soap is converted into other organic compounds, including a salt of omega-hydroxydecanoic acid. It involves heating a ricinoleic acid soap in the presence of water and an effective amount of caustic alkali at temperatures between 180° and 230°. U. S. Pat. No. 2,217,516 relates to a process for converting a ricinoleate such as castor oil into other organic compounds including a salt of sebacic acid which involves adding the ricinoleate slowly to an aqueous composition, including an effective amount of caustic alkali, and heating to a substantially constant reaction temperature (which may be about 235-275°). (Through C.A. 35.)

Diphenylcarbazid as a Reagent for Judging the Rancidity of Fatty Oils, A. Schramme and R. Neu, *Fette u. Seifen*, 47, 447-8, 1940. Various modifications of the reaction were investigated with fresh and old refined soybean oils, refined rape oil, molecularly distilled soybean oil and iron-free soybean oil. The tests did not parallel the Stamm reaction. The tests were not consistent with other rancidity tests or the state of the oil. It was therefore considered unusable for food fats. (Through Oil & Soap, 18, No. 2.)

Notes for the Soap Maker, Anon., *Indian & Eastern Chemist*, 21, 278 and 283, 1940. Fourteen formulas for perfumes suitable for use in soap compounding are given. Comments on tinting standard types of soap are included. The advantage of blending one's own perfume comes only from the novelty and individuality of the perfume; otherwise, it is best to buy prepared compounds.

Pectin, a New Filler for Soaps, F. Wittka, *Seifensieder-Ztg.*, 67, 397-8, 1940. Pectin not only raises the detergent power of soap, but is an excellent filler. It has been used for more than fifteen years in Italy. Such

pectins are degradation products of true pectin, consisting primarily of calcium, magnesium pectinates with lesser portions of araban. Methods of producing pectin and its derivatives from lemon and orange peels and beet pulp are discussed. The use of pectins allows the presence of larger quantities of water. This whole field requires additional research.

Process for Prevention of Rancidity in Soda Soaps, German Pat. No. 682,329. Process for prevention of rancidity of soda soaps which contain in their fat charge liquid fatty oils with an iodine number of 70 or their fatty acids in such quantities that deterioration of the finished soap takes place on storage, is characterized by adding to the soap, after removal of undesirable constituents (excess alkali, chloride, etc.) while the soap is still liquid, small quantities of glycerine or other alcohols alone or in mixture with small quantities of trisodium phosphate. (Through Oil & Soap 18, No. 2)

Soap Containing Sodium Silicate, U. S. Pat. No. 2,193,329. Kettle soap is treated with at least 40 per cent sodium silicate along with soluble starch to make the mixture compatible, together with sodium pyrophosphate and sodium hexametaphosphate.

Soap Substitutes, U. S. Pat. No. 2,184,794. Esters of triricinolein treated with maleic anhydride or maleyl chloride produce acid esters which are treated with glycerine to produce neutral products ready for sulfonation by bisulphite.

Solubility of the Alkaline Earth Salts of Some of the Higher Fatty Acids, B. H. Kemp and F. H. Fish, *Virginia J. Sci.*, 1, 127-9, 1940. There is very little difference in the solubility of the calcium, barium and strontium salts of stearic, oleic, linoleic and linolenic acids in water, benzene, absolute alcohol and absolute ether. (Through C.A. 35.)

Stabilized Soap, U. S. Pat. No. 2,221,333. A soap comprising a water-soluble salt of a higher fatty acid is stabilized against deterioration and development of rancidity by having incorporated therein more than 0.01 per cent of a monoaryl

substituted biguanide. (Through Oil & Soap 18, No. 2.)

Sulfonation of Tall Oil, Separation of Rosin and Fatty Acids, Frank C. Vilbrandt, Paul E. Chapman and Jerome M. Crockin, *Industrial & Engineering Chemistry*, 33, 197, 1941. Tall oil, a dark odorous material recovered from kraft waste cooking liquor, is a complex mixture of rosin, unsaturated fatty acids and other organic compounds. Sulfonation, extraction, distillation, and chemical attack have been proposed to separate the rosin and fatty acids from tall oil, but distillation is the commonly used commercial method of both separating and refining in this country. Tall oil is a cheap fatty acid substitute and is a potential source of various derivatives made from the separated rosin and fatty acids. Sulfuric acid treatment produced a clear light-colored oil, and yields of abietic acid crystal of 33.7 and 41.9 per cent were obtained. The best results were obtained at 0° C. where a given quantity of acid is more effective than at a higher temperature. Selective sulfonation of the fatty acids to the water-soluble sulfuric acid ester was performed at low temperature.

The Properties of Sodium Hexametaphosphate, A. Kh. Bronnikov, *J. Applied Chem., (U.S.S.R.)*, 12, 1287-94 (in French, 1295), 1939. Pure Sodium Hexametaphosphate m. 610° and is soluble in water to the extent 973.2 g./l. at 20° and 1744 g./l. at 80°. Its aqueous solution slowly hydrolyzes. The degree of hydrolysis increases with increased concentration and in the presence of acids. The velocity of hydrolysis increases with increasing temperature. Sodium carbonate in small concentrations (1 to 2 per cent) stabilizes the metaphosphate solution, but has no effect in large concentrations. Sodium hexametaphosphate reacts almost completely with calcium sulfate (but not with calcium carbonate, barium carbonate or barium sulfate) with the formation of a complex of the type $\text{Na}_2(\text{Ca}_2\text{P}_6\text{O}_{18})$, which is quite stable at room temperature. Similar complexes are formed in the reaction of sodium hexametaphosphate with calcium, barium and magnesium carbonates after 20 hours at 80°. In the presence of sodium hydroxide, sodium hexametaphosphate trans-



forms into one or several metaphosphates. The transformation velocity increases with increasing temperatures and increased concentrations of sodium hydroxide. The degree of polymerization of metaphosphate was not determined. (Through C.A. 34.)

Toilet Soap Discoloration, Anon., *Perfumery and Essential Oil Record*, 31, 299, 1940. Soap dried on a band dryer was found to develop discolored spots although the same soap remained flawless when frame-cooled. Cottonseed and linseed oils yield soaps with a tendency to discoloration. Rancid fats and fats with a high percentage of unsaponifiable also yield soaps with this tendency. Discoloration from metallic impurities is due to the formation of metallic soaps. Speed of formation of these soaps is proportional to the basicity of the metal and the acidity of the fatty acid, i.e., the lower the molecular weight of the acid the greater the speed of reaction. Traces of metallic soap catalyzes the oxidation of soaps to an amazing extent. Braun (*Reichstaff Ind. Kosmetik*, 12, 124, 1937) believes that recent investigations have shown that aluminum is not invariably resistant to fats although aluminum soap formation proceeds on a small scale and does not appear to be responsible for any serious discoloration. Certain aluminum alloys appear, however, to be exceptionally resistant to oils and fats. Musk, vanillin, indole, eugenol, isoeugenol and limonene are perfume ingredients which discolor soap. Musk gives a yellow stain while the others produce brown stains with the exception of limonene which bleaches soap. Stannous chloride is claimed to inhibit completely the oxidation caused by certain perfumes. (Through *Oil & Soap* 17, No. 12.)

Wetting Agents in Textile Processing, VI, **Some Properties of Soap**, G. V. Shirolkar and K. Venkataraman, *J. Soc. Dyers Colourists*, 56, 503-7, 1940. The wetting power, calcium soap-dispersing power, interfacial tension by the drop number method, and protective colloidal action in terms of the Congo Rubine number of a series of soaps, from sodium caproate (C_6) to stearate (C_{18}), and of sodium oleate, ricinoleate, linoleate and naphthenate were examined. Conclusions are drawn regarding the effect of the length of

the alkyl chain, of the presence of the hydroxyl group and of unsaturation. Parallel results were not obtained in the determinations of the Herbig number, the time of sinking and the drop number. The introduction of an hydroxyl group led to decrease of wetting power, as sodium ricinoleate gave a much lower Herbig number and drop number, and a higher time of sinking than sodium oleate at all concentrations. The experimental procedures are outlined and several curves are shown. Sixteen references. (Through C.A. 35.)

M Dental Preparations

A Micro Hardness Tester, Heinrich Hanemann, *Z. Metallkunde*, 32, 35-8, 1940. The optical and mechanical features of the Zeiss D 30 microtester are described by means of a schematic drawing. Eight photomicrographs show the application of the tester for measuring the hardness of individual grains in various materials. (Through C.A. 34.)

Chemical Analyses of Deciduous Enamel and Dentine, M. J. Bird, Ethel L. French, Marian R. Woodside, Martha I. Morrison and Harold C. Hodge, *J. Dental Research*, 19, 413-23, 1940. Deciduous teeth and adult teeth were very similar in chemical composition. In deciduous teeth, the normal values (%) were: Enamel H_2O 2.8, organic matter 4.9, Ca 36.0, P 17.8; dentine H_2O 11.1, organic matter 24.0, Ca 33.3 and P 16.5. The composition of their dentine and enamel was not influenced significantly by caries class, tooth location, age and sex. The Ca/P ratio of the inorganic matter of deciduous teeth was between those for fetal and adult teeth; hence the principal inorganic mol. in each is probably the same (hydroxylapatite). The Ca/P ratio was 2.06 for deciduous enamel and 2.08 for deciduous dentine. Seventeen references. (Through C.A. 35.)

Dentifrice, U. S. Pat. No. 2,211,369. Magnesium pyrophosphate in finely divided form is used in dentifrices.

Dentifrice, U. S. Pat. No. 2,216,281. Calcium phosphate and sodium metaphosphate are used in conjunction with other materials to compound a dentifrice.

Dentifrices, U. S. Pat. No. 2,216,321. Sodium metaphosphate is used together with a compound of magnesium in formulating a dentifrice.

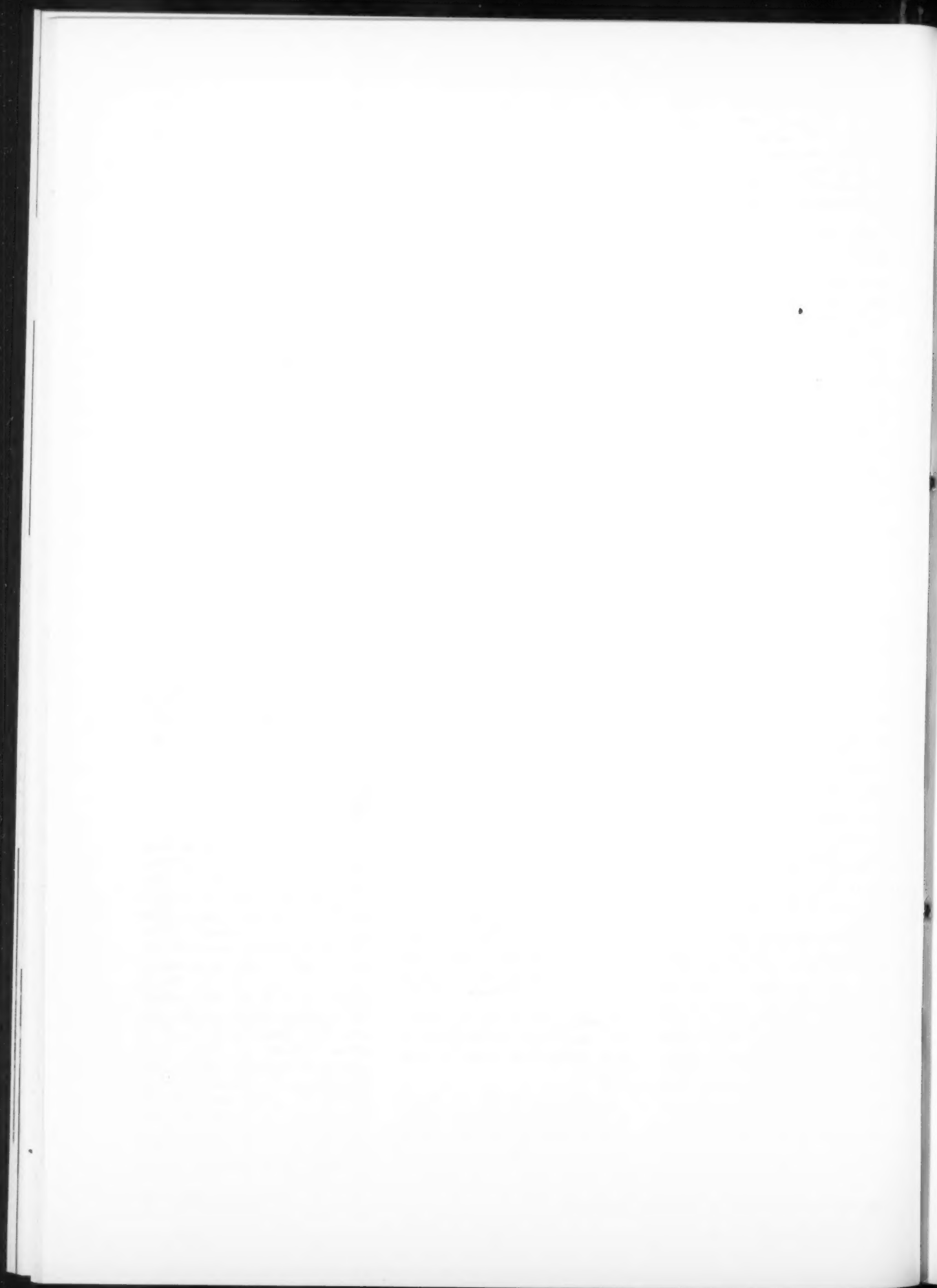
Liquid Dentifrice, Anon., *Drug & Cosm. Ind.*, 47, No. 5, 595, 1940. A typical formula consists of synthetic detergent 1 to 3 parts, alcohol 10 parts, flavor 1 part, tragacanth 1 part, glycerine 15 parts, and water to make 100 parts.

Oxygen - Generating Dentifrice, U. S. Pat. No. 2,207,074. Sodium perborate in a mixture with acid reacting aluminum sulfate, such as sodium aluminum sulfate, is made into a dry dentifrice.

Saliva and Enamel Decalcification, IV, **Factors Involved in the Prevention of Caries**, J. T. Gore, *J. Dental Research*, 19, 455-71, 1940. Two types of decalcification occur. In one type, acid, produced by hydrolysis and fermentation of carbohydrate, dissolves calcium carbonate; the resulting increased calcium-ion concentration in the saliva causes deposition of calcium phosphate in the area of solution of calcium carbonate (remineralization). The other type occurs when the potential calcium and phosphate-ions of the saliva are inadequate, owing to an excess of potential hydrogen-ions; then both calcium carbonate and calcium phosphate are dissolved. Twelve references. (Through C.A. 35.)

N Antiseptics

The Value of Pine Oil as an Antiseptic, Jar Lebduska and J. Pidra, *Zentr. Bakt., Parasitenk., 1 Abt., Orig.*, 145, 261-9, 1940. As a rule, 1 part of pine oil and 2 parts of tar soap give the best antiseptic action, with *Staphylococcus aureus*, *B. pyocyaneus* and *E. typhi* as test organisms, when tested by the Rideal-Walker (*cf. C.A.* 10, 241) method. The mixture produces a stable emulsion. When tested against *E. coli* its phenol coefficient was 0.27 as compared to 2.5 to 3.0 for lysol and 0.08 for lysoform. In a protein-containing medium the phenol coefficients for the pine oil soap emulsion, for lysol and for lysoform were 0.39, 1.66 and 0.08, respectively. In order to kill in 5 minutes, the concentration of pine



oil in the soap emulsion must be 1.20. A 5 per cent emulsion can be applied to the hands for 7 minutes without causing irritation. The skin of the rabbit was inflamed by the application of 0.5 to 5.0 per cent emulsions. A 3 per cent emulsion was not irritating to the mucous membrane of the mouth. There was no absorption through the skin of the dog, but in the rabbit toxic symptoms and death could result. In the rabbit 1.5 cc. per kilogram body weight caused an acute nephritis. Twenty-four references. (Through C.A. 34.)

O Hair Preparations

Cosmetic Manual, Hair Dressing, J. Kalish, *Drug & Cosm. Ind.*, 47, No. 4, 398, 1940. A review of the composition of various types of hair dressings, including 38 formulas. Mineral oil 50 parts, alcohol 18 parts and water 32 parts form a liquid brilliantine. A solid brilliantine may be made from petrolatum 5 parts, ceresin 8 parts, mineral oil 42 parts. A hair cream may be made from beeswax 6.7 parts, mineral oil 83.3 parts, water 9.3 parts, borax 0.7 parts.

Cosmetic Pot-Pourri, F. H. Sedgwick, *Soap, Perf. & Cosm.*, 13, 770, 1940. (See item under Section D.)

Dyeing Human Hair, U. S. Pat. 2,208,594. A hair dye consists of a substance containing negative salt-forming groups such as Duroil Black B and Direct Fast Brown M, together with a fatty acid derivative of alkylene polyamine to render the hair receptive.

Hair, M. A. Lesser, *Drug & Cosm. Ind.*, 47, No. 6, 645, 1940. A review of the physiology, composition and effect of external and internal agents on hair and its growth. Twenty-five references. Tests made by Danforth, using hormones by external application, show that the same failed to have any effect on the hair follicles. The causes of various scalp disorders are discussed briefly.

Hair Conditioning Cream, Anon., *Drug & Cosm. Ind.*, 48, No. 1, 1940. A product similar to cold cream is considered best. A composition of beeswax 10 parts, petrolatum 15 parts, lanolin 4 parts, olive oil 35

parts, borax 1 part, and water 35 parts is recommended.

Hair Conditioning Oils and Creams, Lacquers and Hair Fixatives, Anon., *Mfg. Perfumer*, 11, 265, 1940. Thirty-five formulas for producing various types of hair preparations, utilizing a number of trade-named emulsifiers, are given. A hair lacquer formula consists of rosin, benzoin, and alcohol.

Hair Lacquer, Anon., *Drug & Cosm. Ind.*, 47, No. 2, 210, 1940. A satisfactory hair lacquer consists of a 20 per cent gum acacia solution in water. This mixture lends itself to spraying.

Veterinary Germicide Suitable for Treating "Red Mange" of Dogs, U. S. Pat. No. 2,209,769. Rotenone, or an extract containing the same, is used in an emollient vehicle such as olive or peanut oil in conjunction with a volatile solvent such as chloroform, acetone or alcohol to be used as a local skin application for animals.

P Sun Tan Preparations

Emulsions of Ethyl Aminobenzoate as Topical Anesthetics, R. Beutner and K. R. Beutner, *Proc. Soc. Exptl. Biol. Med.*, 45, 337-9, 1940. By sufficiently fine dispersion in water, benzocaine is made effective as a topical anesthetic to a higher degree than when powdered in pure form on the mucous membrane, or when dissolved in oil, or when made soluble in water by conversion to the diethylamino compound (procaine). (Through C.A. 35.)

Sunburn Preventive, Japanese Pat. No. 129,189. To a glycerine solution of alkali salt of naphtholsulfonic acid are added glycol dilaurate and an alkyl ester of a fat acid. The mixture is emulsified with water or made into an ointment by compounding with kaolin, talc and zinc oxide. (Through C.A. 34.)

The Mechanism of the Action of Ultraviolet Rays, I. S. Kaplanskii and R. Aluker, *Problemes biol. med. Moscos*, 1935, 650-6. It was demonstrated that radiations of long wave length (320 A) had the same effect as ultraviolet rays from the quartz-mercury

lamp on the alkali reserve, the blood sugar, the sedimentation velocity of the red-blood cells, and the morphological blood picture. These changes and the development of an erythema, therefore, are produced by different kinds of radiations. Ultraviolet radiations are not necessary to bring about changes in the metabolism of the organism. (Through C.A. 34.)

Q Miscellaneous

Attack of Metals, N. Vasilescu-Karpen, *Compt. rend.*, 210, 371-4, 1940. V.-K. applies his method and formulas to the attack of metals by an acid (e.g., zinc by sulfuric acid), or a halogen or oxygen, and shows that it explains the differences in the phenomena observed. (Through C.A. 34.)

Beeswax, W. Victor Harris, *Dept. Agr. Tanganyika Territory Pamphlet*, 23, 18 pp., 1940. (See item under Section G.)

Cosmetics, Fertile Field for Chemical Research, F. E. Wall, *J. Chem. Educ.*, 17, 77-80, 1940. (See item under Section D.)

New Monograph for Zinc Eugenol Cement, Emerson C. Beeler, *Bull. Natl. Formulary Comm.*, 9, 52-7, 1940. As a result of experiments dealing with the setting time of the cement, tests for rosin and zinc acetate and assays for rosin and total zinc, a monograph is proposed. (Through C.A. 35.)

Polishes, French Pat. No. 845,219. Polishes for automobiles, glass, etc., are produced from the composition consisting of 15 per cent of a low molecular weight aliphatic alcohol, 1/2 to 1 1/2 per cent gum tragacanth and from 10 to 15 per cent of abrasive, such as precipitated chalk, magnesium oxide or silica, which is all agitated and emulsified with water to which has been added mineral oil and polyisobutylene of high molecular weight.

The Insecticidal Properties of Some Fatty Acid Derivatives, A. W. Ralston, J. P. Barrett and E. W. Hopkins, *Oil & Soap*, 18, No. 1, 1941. A number of new higher aliphatic amines have been tested for insecticidal properties on the common house



fly. Octyl and decyl amines showed the highest activity. Of the secondary amines, dioctyl amine was the best. It is non-irritating to humans and non-toxic to domestic animals. It may be considered a substitute for pyrethrum.

R Oils and Fats

Cacao Butter, Marcel Richard, *Bull. officiel office intern. cacao chocolat*, **9**, 367-94, 1939. A number of melting and solidification curves obtained by the previously described method with various cacao butters are given and interpreted, showing how they can be used to detect either adulteration or improper treatment of the cacao. The cacao butter should preferably be prepared in a small laboratory press (obtainable from Prolabo, 12 rue Pelee, Paris). If the butter is extracted, only highly purified, low-boiling solvents should be used. Ether rectified over sodium is preferable to petroleum ether. Special precautions should be taken to ensure complete removal of the solvent and avoid affecting the composition of the butter, and extraction should not be carried out by the hydrochloric acid method. (Through C.A. 34.)

Determination of Small Quantities of Water in Oils, J. Grant, *Chemist-Analyst*, **29**, 79-80, 1940. (See item under Section A.)

Estimation of Saturated Glycerides in Shortenings and Margarines, C. A. Coffey and H. T. Spannuth, *Oil & Soap*, **17**, 216-17, 1940. (See item under Section A.)

Purifying Beeswax, G. V. Vansell and C. S. Bisson, *J. Franklin Inst.*, **278**, 1940, through *Drug & Cosm. Ind.*, **47**, No. 4, 457, 1940. (See item under Section G.)

Stabilizing Fats and Other Food Materials Subject to Oxidative Action, U. S. Pat. No. 2,204,728. As a stabilizing agent, use is made of an admixture such as may be derived from unripe peas, unripe cabbage leaves or unripe apples by maceration at a temperature below 50°. Various examples with details are given. U. S. Pat. No. 2,204,729 relates to the treatment of "partially

rancid" edible glycerides such as rancid butter with like materials or with green coffee-bean material or bran separated from green coffee beans. Various details are given. (Through C.A. 34.)

Stabilizing Oils and Fats Against Rancidity, U. S. Pat. No. 2,197,269. The reaction product of castor oil with citric or tartaric acids or with maleic anhydride is added in concentration of 0.01-1 per cent to hydrogenated edible vegetable fats or oils.

Sulfonation of Tall Oil, Separation of Rosin and Fatty Acids, Frank C. Vilbrandt, Paul E. Chapman and Jerome M. Crockin, *Industrial & Engineering Chemistry*, **33**, 197, 1941. (See item under Section L.)

The Separation of Saturated from Unsaturated Acids, T. P. Hilditch, *Chem. Products*, **3**, 78, 81, 1940. (See item under Section A.)

Wax-like Products, French Pat. No. 845,486. The residue remaining after saponification of various oils such as coconut, palm, castor and linseed oils are heated above 200°C. in the presence of a catalyst. The ketones so formed are hydrogenated to alcohols and hydrocarbons.

S Shaving Preparations

Non-corrosive Pastes, French Pat. No. 845,978. Products such as tooth-paste or shaving cream are treated with a precipitated silicate of aluminum or calcium to render them non-corrosive to metallic aluminum.

Tincture of Calendula, H. Stanley Redgrove, *Mfg. Chemist*, **12**, No. 1, 7, 1941. (See item under Section D.)

T Skin Absorption

Acute and Chronic Toxicity of Triethanolamine, Victor H. Kindsvater, *J. Ind. Hyg. Toxicol.*, **22**, 206-12, 1940. (See item under Section D.)

Intermittent Take-up of Fluid from the Cutaneous Tissue, Philip D. McMaster, *J. Exptl. Med.*, **73**, 67-83, 1941. The formation of lymph is studied through the effects of me-

chanical forces upon the movement of fluids within the tissues. Locke or Tyrode solutions brought into contact with the cutaneous tissues by specially devised methods at atmospheric pressure pass into the tissue intermittently. Forced into the skin by pressures of 1 to 2 cm. of water, the take-up is still intermittent in character. From this it follows that either the absorption of interstitial fluid from localized regions is periodic or the movements of interstitial fluid are influenced by intermittent physiological changes. (Through C.A. 35.)

U Dermatitis

A Study of the Incidence of Airborne Molds and of Skin Sensitivity to Molds, Edna S. Pennington, *Southern Med. J.*, **33**, 931-9, 1940. (See item under Section D.)

Karaya and Related Gums as Causes of Atopy, Samuel M. Feinberg and Bert B. Schoenkerman, *Wisconsin Med. J.*, **39**, 734-6, 1940. This is a discussion of allergic reactions to karaya, acacia and tragacanth gums contained especially in hair-setting preparations. In preparing fluid extracts of these gums for intradermal testing or treatment, sterilization is achieved by heating at 70° for one hour on three successive days. (Through C.A. 35.)

Nail Polish Dermatitis, Ellis Kirby Smith, *J. Am. Med. Assoc.*, **116**, 45, through *Drug & Cosm. Ind.*, **48**, No. 1, 37, 1940. The dyestuff used in nail lacquers may be a sensitizer or cause of dermatitis even though the uncolored lacquer itself is harmless.

The Action of Chlorinated Lime on the Skin, J. Lebduska, J. Pidra and F. Pokorny, *Arch. Exptl. Path. Pharmacol.*, **193**, 629-41, 1939. The active chlorine in 15 drugstore samples of chlorinated lime varied from 0.54 to 32.55 per cent; only 6 contained the required 25 per cent. Ten of the samples showed 2.1 to 5.8 per cent solids insoluble in dilute acetic acid. The first sign of irritation on rubbing the drug into the normal human skin is a burning sensation. If the substance is thereupon removed, the only sequel is an erythema, at most



an insignificant maceration, dermatitis and finally petachiae. Excoriations and superficial hemorrhages are produced with continued rubbing. Moderate rubbing with the powder for 3 to 20 minutes causes no damage. The paste is only slightly harmful. If applied without rubbing, it can stay on for 10 or even 15 minutes. If rubbed, it must be done lightly for 3 to 4 minutes or until the burning sensation appears. (Through C.A. 34.)

The Prophylactic Use of Sulfonated Oil in Cement Dermatitis, Isidore Pincus, *N. Y. State J. Med.*, **40**, 1391-3, 1940. Two cases of cement dermatitis are presented, which resisted all attempts at permanent cure until sulfonated castor oil (I) was used instead of soap (II). The irritant action of II is based on the type of fatty acids and the alkaline reaction. The mixed fatty acids in I show a minimum irritation and the pH is slightly on the acid side. (Through C.A. 35.)

Veterinary Germicide Suitable for Treating "Red Mange" of Dogs, U. S. Pat. No. 2,209,769. (See item under Section O.)

V Manicure Preparations

Cream Nail Polish Remover, Anon., *Drug & Cosm. Ind.*, **47**, No. 2, 210, 1940. Cream type nail polish remover consists of high boiling solvents, solidified with wax of one type or another.

Fingernail Lacquer-polish Remover, U. S. Pat. No. 2,211,129. A composition of ethylacetate 45 to 49 parts, acetone 45 to 49 parts and water 2 to 10 parts are used in combination.

Modern Nitrocellulose Polishes, A. Kraus, *Farbe u. Lack*, **1940**, 107. Addition of nitrocellulose to shellac polishes has been known for approximately 15 years to improve properties such as alcohol and water resistance. Since the use of shellac in polishes has been discontinued in Germany, polishes of the following type may be used which give very hard glossy surfaces: dry Wolle A3 (alc.-sol. nitrocellulose) 7, di-butyl phthalate 2, butyl acetate 4, ethyl acetate 4, alcohol 79 and butyl alcohol 4. The

di-butyl phthalate may be replaced by other softening agents such as tritolyl phosphate or Sipalin M. O. M. or by increased amounts of solids such as ethylacetanilide (addition of camphor gives an unsatisfactory polish). Alcohol-soluble resins such as Azeplast, Alkydal W(new), Alkydal RD25, Diphen B60, Albert-urea resin 155F, 204F or 227E, Luphen, Lutonal A, Mowilith N or NN, Plastopal W, H or CB and Vinnapas may possibly replace the shellac in the old shellac-nitrocellulose polishes, but in some cases they are not compatible with dilute alcohol nitrocellulose solutions. A satisfactory polish of this type is composed of Wolle A3, 7, di-butyl phthalate 0.5, Poliplast N or Lutanol A (or similar resin) 5, ethyl acetate 3, butyl acetate 5, ether 70.5, butyl alcohol 4 and toluene 5 per cent. (Through C.A. 35.)

Nail Polish, U. S. Pat. No. 2,215,398. Up to 5 per cent of a water soluble substance, such as diglycol stearate or sodium lauryl sulfate may be added to a liquid nail polish with a nitrocellulose base.

Nail Polish Dermatitis, Ellis Kirby Smith, *J. Am. Med. Assoc.*, **116**, 45, through *Drug & Cosm. Ind.*, **48**, No. 1, 87, 1940. (See item under Section U.)

Resins in Nitrocellulose Lacquers, G. Breuker, *Farbe u. Lack*, **1940**, 50. A discussion of the effect of rosin, zellodammar, gum elemi, copal, glyceryl rosin ester, phenol resins, phthalate resins, cyclohexanone resins, urea resins and vinyl acetate resins on the properties of nitrocellulose lacquers. (Through C.A. 35.)

W Wetting and Foaming Agents

Cosmetic Cream Emulsion, U. S. Pat. No. 2,216,485. (See item under Section H.)

Detergent and Emulsifying Agents (Boric Acid Esters, Etc.) Derived from Polyhydroxy Alcohols, U. S. Pat. No. 2,209,634. Products such as coconut fatty acids, monoglyceride borate are sulfonated to produce wetting, cleansing and emulsifying agents.

Esters of Octyl Alcohol, U. S. Pat. No. 2,190,921. Products such as

octyl sulfoacetate sodium salt, etc., are formed and may be used as detergents, wetting, penetrating and frothing agents, etc., or for effecting flotation or prevention of spattering. (Through C.A. 34.)

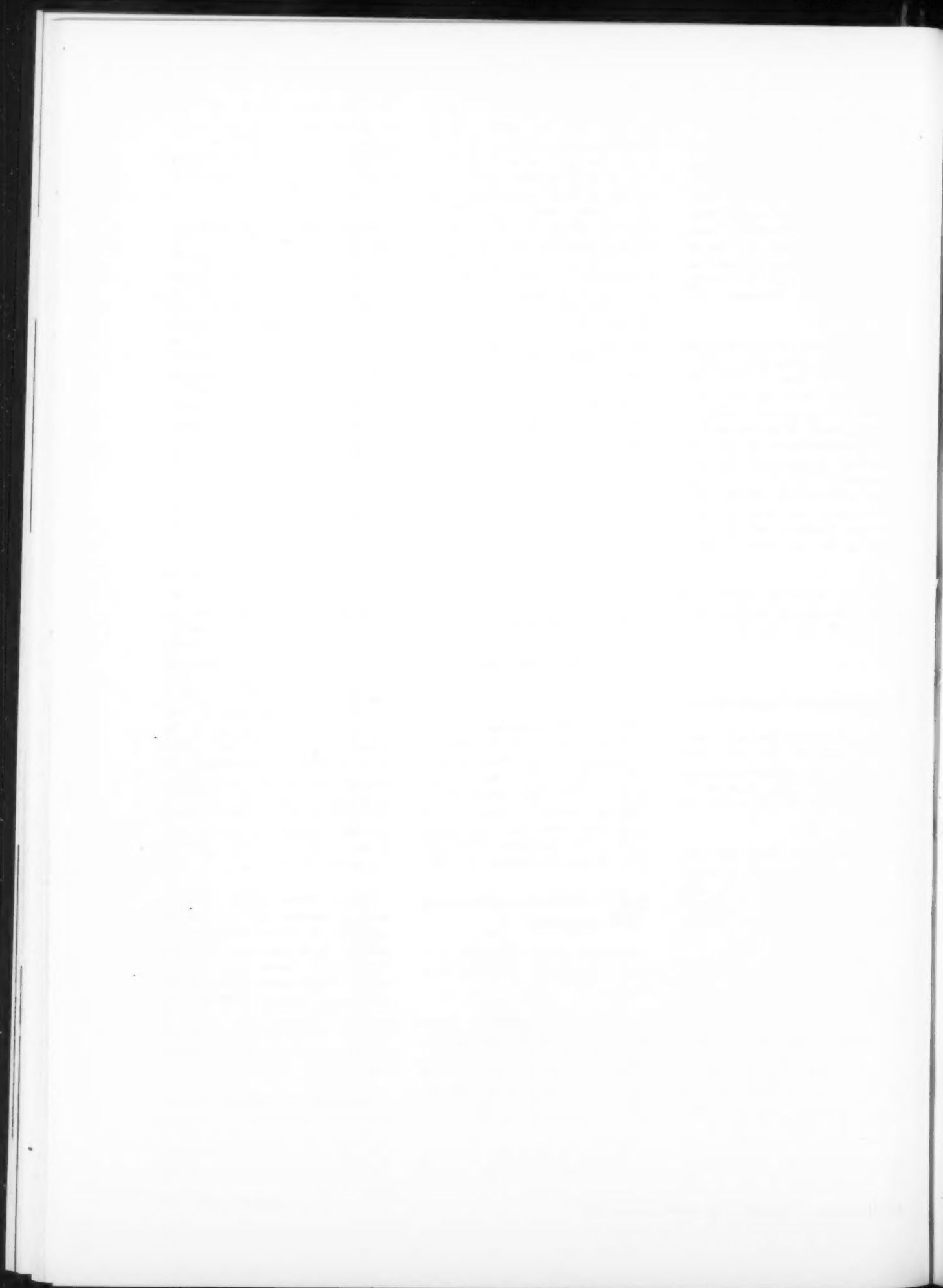
Organic Base Salts of Hydrogenated Rosinyl Sulfonates, U. S. Pat. No. 2,190,734. Wetting, emulsifying and dispersing agents are obtained by a process which involves treating a hydrogenated Rosinyl alcohol such as hydrogenated abietyl alcohol and a sulfonating reagent (suitably in the presence of an inert, water-immiscible solvent such as "petroleum ether") and neutralizing the sulfonation product with an organic nitrogen-containing base such as pyridine, ethanolamine or aniline. Various examples with details are given. (Through C.A. 34.)

Soap Substitutes, U. S. Pat. No. 2,184,794. (See item under Section L.)

Substituted Ammonium Salts of Sulfocarboxylic Acid Esters, U. S. Pat. No. 2,221,377. Products adapted for use as detergents, wetting, penetrating, emulsifying, lathering or frothing, flotation or anti-spattering agents are formed which are lower molecular weight sulfomonocarboxylic acid esters containing at least 3 carbon atoms; hydrogen of the sulfonic groups of the acid radical being replaced by substituted ammonium radicals, such as the monoethanolamine salt of the sulfoacetic acid ester of lauryl alcohol (numerous other examples also being given, in detail or by general mention). (Through C.A. 35.)

Surface Active Agents, Manufactured in America and Commercially Available, F. J. Van Antwerpen, *Industrial & Engineering Chemistry*, **33**, 16, 1941. Seven pages of trademarked surface active agents, description of each type, use in industry and name of manufacturer are given. This is an elaboration of the one appearing in *Industrial & Engineering Chemistry*, **31**, 66, 1939.

Thickening Solutions Such as Those of Interface Modifiers, U. S. Pat. No. 2,189,803. Thickening of an aqueous solution of an interface modifier having a lipophile group with at least



3 carbon atoms and a hydrophilic group, such as the triethanolamine salt of lauryl sulfoacetate, is effected with the addition of a salt of an organic nitrogenous base such as monoethanolamine sulfate. (Through C.A. 34.)

Wetting Agents in Textile Processing, VI, Some Properties of Soap, G. V. Shirolkar and K. Venkataraman, *J. Soc. Dyers Colourists*, **56**, 503-7, 1940. (See item under Section L.)

X Permanent Waving Preparations

Chemical Heating Compositions, Hungarian Pat. No. 124,805. To powdered iron or aluminum are added 6 to 20 per cent manganese dioxide, 3 to 20 per cent manganese chloride, 3 to 20 per cent iron oxide and 6 to 20 per cent copper sulfate. The heat produced is suitable for cosmetic and hair-dressing purposes. (Through C.A. 35.)

Chemical Heating Compositions for Use in Waving Hair, U. S. Pat. No. 2,208,815. A composition for use in imparting a permanent wave to hair upon the addition of an ionizing medium such as water contains a metal above iron and below the alkali and alkaline earth metals in the electromotive series of metals, such as aluminum, together with a salt of a metal below iron in the series, such as copper chlorate, which is ionizable in water and is oxygen saturated, and a salt of an oxygen-containing acid, such as sodium chlorate, the metallic element of which is non-replaceable by the first mentioned metal which is present in sufficient quantity to effect a heating action for permanent waving of hair and serve as the primary source of oxygen in a hair waving pad. U. S. Pat. No. 2,208,816 relates to the conjoint use of materials such as magnesium, aluminum, manganese or zinc, barium hydroxide and sodium sulfate, or the like. (Through C.A. 35.)

Determination of Morpholine, L. S. Malowan, *Mikrochemie ver. Mikrochim. Acta.*, **28**, 285-8, 1940. (See item under Section A.)

Determination of Morpholine, Irwin S. Shupe, *J. Assoc. Official Agr.*

Chem., **23**, 824, 31, 1940. (See item under Section A.)

Dressing for Hair Waving, Japanese Pat. No. 128,971. To a known hair-dressing base, such as $C_{3H_5}(OH)_3$, alcohol and borax, a water-soluble methyl ester of cellulose is added. (Through C.A. 34.)

Hair, M. A. Lesser, *Drug & Cosm. Ind.*, **47**, No. 6, 645, 1940. (See item under Section O.)

Hair Conditioning Cream, Anon., *Drug & Cosm. Ind.*, **48**, No. 1, 1940. (See item under Section O.)

Hair Lacquer, Anon., *Drug & Cosm. Ind.*, **47**, No. 2, 210, 1940. (See item under Section O.)

Permanent Wave Solution, Anon., *Drug & Cosm. Ind.*, **47**, No. 4, 466, 1940. Potassium sulfite 8 ounces, ammonium carbonate 8 ounces, distilled water to make 1 gallon. To this mixture add 1 ounce diethylene glycol monoethylether or 1 ounce sulfonated castor oil. For fine hair, add 2 ounces of sulfonated castor oil.

Y Flavors

Anise, Buchu, Calamus, Celery Fruit, Coriander, Cubeb, Fennel, Juniper, Sage, Sassafras, Thyme and White Sandalwood, Volatile Oil Content of, Anon., *Bull. Natl. Formulary Committee*, **8**, 181-192, 1940. (See item under Section C.)

Pimento, Analysis of Ground, Mme. Dumas, *Ann. Jals.*, 247-250, 1939. (See item under Section A.)

Product Similar to Marshmallow, French Pat. No. 842,533. A mixture of 60-80 per cent sucrose, 20-40 per cent dextrose and two per cent gelatin.

Toxicity of Vanillin and Ethylvanillin for Rabbits and Rats, Wilhelm Deichmann and Karl V. Kitzmiller, *J. Am. Pharm. Assoc.*, **29**, 425-8, 1940. The minimal fatal dose of either vanillin or ethylvanillin, when administered orally to rabbits, was 3.0 grams per kilogram body weights, subcutaneous dosages of 2.6 grams vanillin or 2.0 grams ethylvanillin per kilogram body weight killed 50

per cent of the rats to which they were administered. Death is induced by circulatory failure. The daily ingestion of 20 mg. per kilogram of vanillin and ethylvanillin by rats over a period of 126 days was found to be harmless; higher doses produced histopathological changes of varying degrees of severity in the myocardium, kidney, liver, lungs, spleen and stomach of rats and rabbits. (Through C.A. 35.)

Z Organic Chemistry

Aromatic Alcohols, U. S. Pat. No. 2,221,832. Benzyl alcohol or other aromatic alcohols may be produced by hydrolyzing a halide such as benzyl chloride in the presence of an alkali, such as sodium carbonate in conjunction with sodium hydroxide with continued heating.

Glycerine Derivatives, Their Properties and Uses, R. N. Du Puis, C. W. Lenth and J. B. Segur, *Oil & Soap*, **18**, No. 2, 31, 1941. A review of the various derivatives of glycerine together with their properties and possible uses. Esters, ethers, acetals, ketals, halogen, metal glycerates, oxidation products, reduction products and mixed derivatives are discussed. There are 471 references.

Lactams, U. S. Pat. No. 2,221,369. Caprolactam is produced when a cyclic ketoxime, such as cyclohexanone oxime, is added to sulfuric acid of specific concentration at a temperature which is controlled to between 90 and 130° C.

Perfumes, U. S. Pat. No. 2,210,311. (See item under Section B.)

Terpene Ethers, U. S. Pat. No. 2,220,462. An unsaturated terpene, such as pinene, is caused to react with ethylene glycol or other polyhydric alcohols in the presence of an acid catalyst at a specific temperature to produce terpene ethers.

The Chemical Synthesis of Glycerides, Frank A. Norris, *Oil & Soap*, **17**, No. 12, 257, 1940. A review of the synthesis of various glycerides, such as mono-, di-, and triglycerides, with comments regarding application of resulting products. There are 146 references.





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Women *do* know the difference between a bath crystal base that hardens the bath water and one that *softens* the water. The bath crystal that hardens the water leaves a sticky feeling after the bath . . . the one that *softens* the water leaves her feeling fresh and clean!

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Johnson & Johnson new ligature laboratory dedicated

The new ligature laboratory of Johnson & Johnson, New Brunswick, N. J., was dedicated September 25 in the presence of a distinguished gathering of leading men in the medical and hospital fields. Robert Johnson, president of the company, welcomed the guests. The facilities of the laboratory are such that the needs of the entire continent could be supplied in the event of a sudden demand. An inspection of the laboratory revealed the care with which it was designed and built and the attractive surroundings it affords for employees. Final processing is carried out in an aseptic sterilization room. The ligatures are sterilized and hermetically sealed in glass tubes. The new laboratory is the company's contribution to the defense effort without the aid of federal financing.

Boston BIMS wind up golf season and get ready for winter

Word has been received from Robert C. Kelly, chairman of the BIMS of Boston, that more than fifty members and guests took part in the final golf tournament and party of the season at the Nashua Country Club, Nashua, N. H., Sept. 25. Following the golf tournament, a dinner was enjoyed. It was marked by much good natured hilarity and the presentation of prizes to the following prize winners: Emory Wright, S. Young, Bunny Williams, Herschell Hawk, Eddie Aldrich, Ernest Ingham, Mosher Cooke and Robert Kelly. The guest prize was won by Paul Robbins.

As usual plans are under way for the winter dinner party to be held in January.

Lever Bros. Co. invades vitamin field with new product

Lever Bros. Co., Cambridge, Mass., has launched a new product called Vimms. It is claimed that the Vimms tablets

contains vitamins A, B1, B2, PP, C and D and calcium, phosphorus and iron for the first time. Distribution will be through drug outlets only.

Trade Jottings

Houbigant, Inc., introduced its new Chantilly perfume to the press September 11 at the Hotel Waldorf-Astoria. A fashion show featuring Chantilly lace was presented. The Chantilly items include eau de toilette, dusting powder and liquid skin sachet.

Milkmaid, Inc., has added a number of products to its line. These include sachets, bath powder mitts, bath mitts, cologne, soap, rouge, face powder, lipstick. With the exception of the first two, all have a milk base.

Lucien Lelong's fall merchandise includes a number of new items. There is a new one-ounce size of Jabot perfume. Six colognes are offered in 25-ounce sizes. A guest powder package, several sachets—one a beanbag, another a four-poster bed, also lace and parasol numbers—and a plain medallion compact are other additions to the line.

Bergdorf-Goodman, New York, N. Y., has a new perfume, called No. 9. It is presented in an apothecary bottle and boxed in the firm's mauve and purple shades. A little funnel for transferring the perfume to an atomizer accompanies the package.

Richard Hudnut, beginning October 15 for one month, is giving away a small vial of Gemey perfume with each \$1 retail purchase of Gemey toiletries.

Barbara Gould, Inc., has a new shade in lipstick and nail polish. It is Red Gentian and is designed for wear with a variety of fall colors.

Revlon Products Corp. announces that Juliette, the "girl who once had the longest nails in the world"—3½ inches—will lecture throughout the country, emphasizing nail care to consumer and professional groups. Revlon

also has introduced a new shade, Hot-house Rose, in nail enamel, cheek stick and lipstick. In addition to the individual items, three packages have been created to merchandise the new shade.

Lehn & Fink Products Corp. announces that Miss Henrietta Amos has been engaged to handle publicity and promotion for Tussy. Mrs. Terry Quimby will continue to handle Dorothy Gray publicity.

Parfums Charbert now makes its Amber fragrance available in bubble bath. The same miniature bath hamper is used as the package.

Courtley, Ltd., has brought out a "For Her" line in three fragrances, Morning, Afternoon and Evening.

Primrose House, Inc., announces a new make-up, Garnet, which includes lipstick, cream or cake rouge. This firm's salon is now located at 379 Park Ave., New York, N. Y., having moved October 1.

Schiaparelli's new packages include Sleeping Sentinels, three dram-size candlesticks of Sleeping perfume under a transparent snuffer cover. In the Shocking odor there are Shocking Silhouettes, soap moulded like the well known dressmaker perfume bottle.

Cutex polish shades for fall include Sugar Plum and Gingerbread. Sugar Plum is a dark plum-red and Gingerbread, a brown-red. In addition the firm is adding Sheer Natural, a new pale tone.

Pinaud, Inc., announces its new Apple Blossom perfume. A purse-size flacon will retail for 59 cents, and the firm offers a special deal on this item.

Henri Bendel, New York, N. Y., announces that its "Floating Soap", a duplicate of the French formula, is available in five sizes and is offered in the firm's newest odor, Checkmate.

Luxor, Ltd., has a special hand cream pack, a 10-cent size being included with the regular 50-cent size, with a double money-back guarantee.

Elizabeth Arden's new make-up shade is Magenta. It comes in lipstick, rouge and nail polish and is designed for wear with wine shades, beige, grey, white and black.

Le Sonier, Inc., has introduced "Little Lady", a smaller size of its powder mitt.

Peggy Sage's new polish shades are Deep Claret and Tawny Port, the first a dark wine shade and the second a brown-red. The firm also announces its transparent fast-drying manicure coat, called White Magic, which is used in protecting polish as it dries.



BIMS of Boston dine after the season's final golf tournament at Nashua, N. H., September 25

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Supplies Continue to be Scarce

TRADE in essential oils and aromatic chemicals continued in excellent volume over the past month. Considerable difficulty was encountered in locating supplies and in many cases suppliers stated that they could have sold a lot more material if it had been available.

Prices on Chemicals to Rise

The new tax bill on non-beverage alcohol of \$1 per proof gallon became effective October 1. This amounts to an increase in the cost of any product containing such alcohol of approximately 2 cents per gallon for each percentage of alcohol by volume contained therein. Chemical manufacturers are preparing to revise prices on those products affected as quickly as possible in keeping with the higher costs. In some cases it will be necessary to raise prices somewhat in excess of the calculations based on alcoholic contents since a certain amount of loss is realized in the course of manufacturing.

Many articles heretofore available for the manufacture of aromatic chemicals and imitation oils have become scarce, even those regarded as minor products. Salicylates, benzol, toluol, methanol and various other basic materials are difficult to obtain since supplies are rapidly being diverted into defense lines.

Gum Picture Serious

Various gums displayed a decidedly firmer tone as the result of developments in the war picture. There have been some arrivals of Arabic. Most of these goods have gone di-

rectly into consuming channels and there remains the same question among importers of whether or not further shipments will come through. Supply of gum tragacanth from Iran has been virtually cut off. It is believed that many large users of this gum are covered amply on their requirements, but the long-term outlook is regarded as serious unless some unforeseen development takes place abroad.

Because of higher crude material costs, glycerine refiners advanced prices 5 cents per pound. Most makers were considerably behind on deliveries. Those buyers having to turn to the resale market for supplies were forced to pay fancy prices for small lots. Toward the close of last month there was considerable talk of a price ceiling being established on glycerine by OPA.

Manufacturers' schedules on tartaric and citric acids remained firm. However, the resale market turned easier because of a seasonal slackening in activity. Passing of the heavy consuming season is likely to have a further influence on the market for both items, although costs of making tartaric remain high because of abnormal conditions surrounding the crude material.

Menthol Market Reverses

After displaying some weakness during the early part of the period under review, a complete reversal was noted in the trend of the menthol market. For a time local suppliers became more anxious to move material as the tense relations between

Japan and the United States eased. Toward the close, however, inquiries revealed that stocks of menthol in the United States were badly depleted. The consuming season is close by, and local houses, with little chance of securing replacements, took a decidedly firmer view of the situation.

Japanese camphor was scarce on spot. Prices on domestic material scored advances of several cents a pound, reflecting recent increases in turpentine costs. The new quotations on domestic camphor were virtually nominal, however, since makers were considerably behind on deliveries and had little or no material to offer in the open market for immediate delivery.

Essential Oils Up Sharply

Sharp advances were noted in several essential oils. Natural bergamot oil sold at a record high price, and quotations on ginger and citronella oils almost doubled.

A development of interest in citrus oils was the announcement by suppliers of California cold pressed orange oil to the effect that they would accept contracts for six months' deliveries at the former quotation of \$3 per pound. It is practically impossible to obtain any Italian orange oil. Some fairly substantial quantities of orange oil have been arriving from Brazil recently and it is offered quite freely on the spot and at fairly reasonable prices as compared with quotations prevailing on several other varieties of orange.

The growing shortage of Siberian pine needle oil has resulted in a gradual broadening in the demand for both spruce and hemlock. Both articles are produced in the United States and are of virtually the same family as the Siberian oil.

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PLYMOUTH Genuine Spermaceti U.S.P.

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PLYMOUTH Sun-bleached White Beeswax U.S.P.

This is guaranteed to be a 100% Pure Beeswax and sun-bleached. It is refined by the centrifugal method which removes all and every trace of foreign matter. We will gladly send samples.

PLYMOUTH White Cetine Wax

A special grade of White Ceresin Wax prepared for the cosmetic trade. Absolutely white and odorless. It has a melting point corresponding to that of Beeswax so that in using it in connection with Beeswax in cream any "lumpiness" is avoided. Its use will also produce a very glossy cream.

PLYMOUTH Paraffin Waxes

We offer all grades of the U. S. P. fully-refined Paraffin Waxes.

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Amber rectified	1.90	Nom'l
Angelica root	150.00	Nom'l
Anise, U. S. P.	1.15@	1.25
Aspic (spike) Span.	3.00@	3.50
Avocado	.80@	.85
Bay	1.25@	1.35
Bergamot	25.00@	
Artificial	4.00@	9.25
Birch sweet	1.60@	3.50
Birchar, crude	.95	Nom'l
Birchar, rectified	2.50	Nom'l
Bois de Rose	3.85@	4.25
Cade, U. S. P.	.85@	.90
Caieput	1.15@	1.40
Calamus	18.00	Nom'l
Camphor, "white"	.30@	.35
Cananga, Java native	10.50@	11.00
Rectified	11.75@	12.25
Caraway	13.00@	15.00
Cardamon, Ceylon	30.00@	35.00
Cassia, rectified, U. S. P.	6.75@	7.10
Cedar leaf	1.15@	1.40
Cedar wood	.35@	.52
Celery	35.00@	40.00
Chamomile	110.00@	125.00
Cinnamon	10.00@	32.00
Citronella, Ceylon	1.15@	1.35
Java	.90@	1.00
Cloves, Zanzibar	1.25@	1.40
Copaiba	.55@	.70
Coriander	26.50@	30.00
Imitation	8.00@	8.50
Croton	3.00@	3.75
Cubeb	3.75@	4.00
Cumins	8.00@	10.00
Dillseed	5.50	Nom'l
Erigeron	2.20@	2.75
Eucalyptus	.67@	.81
Fennel, Sweet	3.00@	3.75
Geranium, Rose, Algerian	16.50@	18.00
Bourbon	17.50@	18.25
Turkish	3.25@	3.80
Ginger	15.50@	16.75
Guaiac (Wood)	4.25@	4.80
Hemlock	1.25@	1.35
Substitute	.55@	.60
Juniper Berries	15.00	Nom'l
Juniper Wood, imitation	.75@	.80
Laurel	5.00	Nom'l
Lavandin	6.00	Nom'l
Lavender, French	8.00@	11.00
Lemon, Italian	6.25	Nom'l
Calif.	3.25@	4.00
Lemongrass	2.00	Nom'l
Limes, distilled	7.50@	8.00
Expressed	11.00@	12.50
Linaloe	3.75@	3.85
Lavage	85.00@	95.00
Marjoram	6.00@	17.00
Neroli, Bigrade, P.	340.00@	380.00
Petale, extra	375.00@	400.00
Olibanum	5.25@	5.75
Opopanax	20.00@	25.00
Orange, bitter	6.00@	6.25
Sweet, W. Indian	5.75@	5.90
Brazilian	3.00@	3.25
Calif. exp.	3.00@	
Orris root, con. (oz.)	19.25	Nom'l
Artificial	42.00@	
Orris root, abs. (oz.)	100.00	Nom'l
Pennyroyal Amer.	3.25@	3.50
European	3.80@	4.00
Peppermint, natural	3.80@	3.95
Redistilled	4.00@	4.25
Petitgrain	1.75@	3.00
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Rose, Bulgaria (oz.)	22.00	Nom'l
Synthetic	30.00@	42.00
Rosemary, French	2.00	Nom'l
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Sandalwood, East India	5.50@	6.00
Australia	5.80@	6.00
Sassafras, natural	1.25@	1.40
Artificial	1.00@	1.10
Snake root	8.75@	10.00
Spearmint	2.75@	3.00
Thyme, red	2.25@	2.30
White	2.35@	2.40
Valerian	30.00	Nom'l
Vetivert, Java	15.00@	15.25
Wintergreen	4.00@	8.00
Wormseed	2.45@	2.85
Ylang Ylang, Manila	24.00	Nom'l
Bourbon	10.00	Nom'l

TERPENELESS OILS

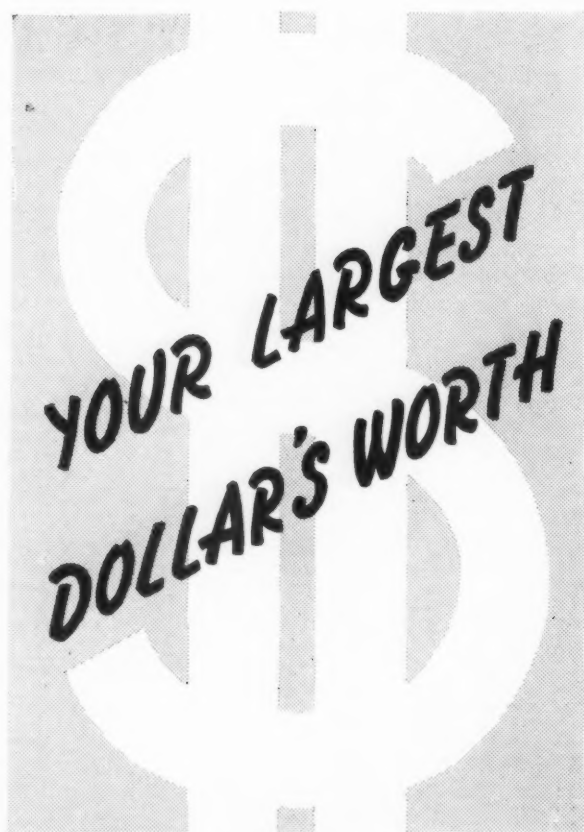
Bay	2.25@	3.00
Bergamot	49.00	Nom'l
Geranium	Nominal	
Grapefruit	60.00@	65.00
Lemon	25.00	Nom'l
Lime, ex.	68.00@	70.00
Distilled	59.50@	62.00
Orange, sweet	175.00@	190.00
Peppermint	8.75@	9.00
Petitgrain	2.65@	3.75
Spearmint	5.00@	5.50

DERIVATIVES AND CHEMICALS

Acetaldehyde 50%	1.60@	2.00
Acetophenone	1.65@	1.80
Alcohol C 8	9.00@	13.00
C 9	22.00@	35.00
C 10	9.75@	13.50
C 11	17.50@	20.00
C 12	7.45@	15.00
Aldehyde C 8	22.50@	28.00
C 9	30.00	Nom'l
C 10	29.00@	35.00
C 11	21.25@	23.50
C 12	28.00	Nom'l
C 14 (so called)	9.50@	10.00
C 16 (so called)	8.25@	12.00
Amyl Acetate	.75	Nom'l
Amyl Butyrate	.90@	1.10
Amyl Cinnamate	4.50@	5.80
Amyl Cinnamate Aldehyds.	2.00@	3.50
Amyl Formate	1.00@	1.75
Amyl Phenyl Acetate	3.00	Nom'l
Amyl Salicylate	.85	Nom'l
Amyl Valerate	2.10	Nom'l
Anethol	1.20@	1.30
Anisic Aldehyde	3.10@	3.40
Benzophenone	.90@	1.30
Benzyl Acetate	.60@	1.00
Benzyl Alcohol	.70@	1.00
Benzyl Benzoate	.85@	1.75
Benzyl Butyrate	2.25@	3.25
Benzyl Cinnamate	5.25@	6.50
Benzyl Formate	3.60@	4.00
Benzyl-Iso-eugenol	10.00@	11.25
Benzylidenacetone	2.25@	3.40
Borneol	2.00	Nom'l
Bornyl Acetate	2.00	Nom'l
Bromstyrol	4.00	Nom'l
Butyl Acetate	.11@	.14 1/2
Cinnamic Acid	3.75@	4.50
Cinnamic Alcohol	6.10	Nom'l
Cinnamic Aldehyde	1.35	Nom'l
Cinnamyl Acetate	6.75@	9.25
Cinnamyl Butyrate	12.00@	14.00
Cinnamyl Formate	13.00@	
Citral C. P.	4.75@	5.25

Citronellal	1.60@	2.25
Citronellol	3.00	Nom'l
Citronellyl Acetate	4.00@	5.10
Coumarin	2.75@	3.00
Cuminic Aldehyde	11.25@	15.00
Diethylphthalate	.24@	.33
Dimethyl Anthranilate	5.00@	6.15
Ethyl Acetate	.50	Nom'l
Ethyl Anthranilate	5.75@	7.50
Ethyl Benzoate	.90@	1.25
Ethyl Butyrate	.85@	1.10
Ethyl Cinnamate	3.50@	3.80
Ethyl Formate	.75@	1.25
Ethyl Propionate	.95@	2.00
Ethyl Salicylate	1.00@	2.00
Ethyl Vanillin	6.25@	6.50
Eucalyptol	1.45@	1.50
Eugenol	2.50@	2.80
Geraniol, dom.	2.00@	3.50
Geranyl Acetate	2.25	Nom'l
Geranyl Butyrate	4.00@	5.75
Geranyl Formate	4.25@	6.25
Heliotropin, dom.	4.00	Nom'l
Hydrotropic Aldehyde	25.00@	27.50
Hydroxycitronellal	6.00	Nom'l
Indol, C. P. (oz.)	31.00@	35.00
Iso-borneol	2.00	Nom'l
Iso-butyl Acetate	1.50@	2.25
Iso-butyl Benzoate	2.00@	2.75
Iso-butyl Salicylate	2.60@	5.00
Iso-eugenol	2.95@	4.50
Iso-safrol	2.65@	3.00
Linalool	5.25@	6.10
Linalyl Acetate 90%	7.25	Nom'l
Linalyl Anthranilate	15.00@	
Linalyl Benzoate	10.50@	
Linalyl Formate	9.00@	12.00
Menthyl, Japan	7.00	Nom'l
Chinese	7.00	Nom'l
Synthetic	4.50	Nom'l
Methyl Acetophenone	1.60@	2.00
Methyl Anthranilate	2.30@	3.25
Methyl Benzoate	.85@	1.75
Methyl Cellulose, f.o.b. ship-		
ping point	Nominal	.60
Methyl Cinnamate	2.85@	3.25
Methyl Eugenol	3.50@	6.75
Methyl Heptenone	2.50	Nom'l
Methyl Heptene Carbonate	45.00	Nom'l
Methyl Iso-eugenol	6.25@	11.50
Methyl Octine Carbonate	24.00@	30.00
Methyl Paracresol	2.50	Nom'l
Methyl Phenylacetate	2.25	Nom'l
Methyl Salicylate	.40	Nom'l
Musk Ambrette	3.85	Nom'l
Ketone	4.00	Nom'l
Xylene	1.25	Nom'l
Neroline (ethyl ester)	1.35@	1.80
Paracresol Acetate	2.50	Nom'l
Paracresol Methyl Ether	2.50@	3.50
Paracresol Phenyl-acetate	6.50@	8.50
Phenylacetaldehyde 50%	2.50@	4.00
100%	4.10@	7.00
Phenylacetic Acid	2.00	Nom'l
Phenylethyl Acetate	3.00@	5.00
Phenylethyl Alcohol	2.75@	3.50
Phenylethyl Anthranilate	16.00@	
Phenylethyl Butyrate	6.50@	10.00
Phenylethyl Propionate	5.00@	6.50
Phenyl Formate	12.50@	18.00
Phenyl Valerianate	16.00@	17.50
Phenylpropyl Acet.	10.00	Nom'l
Santalyl Acetate	20.00@	22.50
Skatol C. P. (oz.)	5.50@	8.00
Styralyl Acetate	3.50@	5.10
Styralyl Alcohol	9.25@	12.00
Terpineol, C. P.	.30@	.42
Terpinyl Acetate	.90@	1.20
Thymene	.45@	
Thymol	2.35@	2.50

(Continued on p. 97)



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Our large production and close selling margin make it possible for you to buy standardized, air floated POWCO BRAND Neutral Soaps of *better quality—at a saving*. From the wide range of *laboratory controlled* Powco Pulverized Neutral Soaps, an important dentifrice manufacturer recently selected a grade that fit his formula perfectly . . . at a saving of \$35,000 a year.

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OIL OF PETITGRAIN USED

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By appointment only

39 EAST 20th STREET, NEW YORK CITY

(Continued from p. 95)

Vanillin (clove oil)	2.60@	2.75
(guaiacol)	2.15@	2.30
Lignin	2.35@	2.55
Vetivert Acetate	25.00	Nom'l
Violet Ketone Alpha	8.50@	14.00
Beta	8.50@	10.00
Methyl	6.00@	8.00
Yara Yara (methyl ester)	1.50@	1.75

BEANS

Angostura	2.40@	2.65
Tonka Beans, Surinam	.80@	.85
Vanilla Beans		
Mexican, whole	13.50@	14.00
Mexican, cut	12.50@	13.00
Bourbon, whole	13.50	Nom'l
Java	12.50@	13.00
South American	12.00	Nom'l
Tahiti	6.00@	7.15

SUNDRIES AND DRUGS

Acetone	.10	Nom'l
Almond meal	.25@	.27
Ambergris, ounce	17.00@	20.00
Balsam, Capaiba	.35@	.37
Peru	1.45@	1.50
Beeswax, bleached, pure		
U.S.P.	.57@	.59
Yellow, refined	.52@	.55
Bismuth sub-nitrate	1.20@	1.22
Borax, crystals, carlot ton	48.00@	58.00
Boric Acid, ton	125.00@	140.00
Calamine	.18@	.20
Calcium, phosphate	.08@	.08 3/4
Phosphate, tri-basic	.09@	.10
Camphor, Natural	1.20	Nom'l
Domestic	.65@	.78
Castoreum	13.00@	26.00

Cetyl Alcohol	1.50@	2.00
Pure	1.85@	2.25
Chalk, precip.	.03 1/2@	.06 1/2
Cherry laurel water, carboy	5.75@	6.25
Citric Acid	.21	Nom'l
Civet, ounce	28.00@	49.00
Clay, Colloidal	.07@	.15
Cocoa butter, lump	.25@	.27
Cyclohexanol (Hexalin)	.30@	.50
Fuller's Earth, ton	15.00@	33.00
Glycerine, C. P. drums	14 1/2@	17 1/4
Gum Arabic, white	.42@	.45
Amber	.24@	.26
Gum Benzoin, Siam	2.00@	2.25
Sumatra	.22@	.25
Gum galbanum	1.65@	1.80
Gum myrrh	.55@	.65
Henna powd.	.37@	.38
Kaolin	.03@	.05
Labdanum	3.25@	5.00
Lanolin, hydrous	.18@	.19
Anhydrous	.20@	.21
Magnesium, Carbonate	.09@	.10 3/4
Stearate	.24@	.27
Musk, ounce	38.50@	40.00
Olibanum, tears	.25@	.30
Siftinas	.09@	.13
Orange flower water, carboy	8.75@	9.00
Orris root, powd.	2.75	Nom'l
Paraffin	.06 1/4@	.09
Peroxide	1.10@	1.75
Petrolatum, white	.06 1/4@	.08 1/2
Quince seed	1.50@	2.00
Rich starch	.09@	.10
Rose leaves, red	5.00	Nom'l
Rose water, carboy	6.50@	8.00
Rosin, M. per cwt.	3.27@	3.28
Salicylic acid	.35@	.40
Saponin	3.00@	3.25

Silicate, 40°, drum, works,		
100 pounds	.80@	1.20
Soap, neutral white	.20@	.25
Sodium, Carb.		
58% light, 100 pounds	1.35@	2.35
Hydroxide, 76% solid, 100		
pounds	2.60@	3.75
Spermaceti	.24@	.26
Stearate zinc	.27	Nom'l
Styrax	1.95@	2.50
Tartaric acid	.64	Nom'l
Tragacanth, No. 1	3.25@	3.65
Triethanolamine	.34 1/2@	.42
Violet flowers	1.75@	2.00
Zinc Oxide, U. S. P. bbls.	.20	Nom'l

OILS AND FATS

Castor No. 1, tanks	.11 3/4@	
Cocanut, Manila Grade,		
tanks	.07 3/8@	
Cocanut Oil, tanks		Nominal
Corn, crude, Midwest mill,		
tanks	.13	Nom'l
Corn Oil, distilled, bbls.	.16	Nom'l
Cotton, crude, Southeast,		
tanks	.12 3/8@	
Grease, white	.09@	
Lard	.11 1/4@	.15 3/4
Lard oil, common, No. 1 bbls.	.13@	
Palm, Niger, drums	.08 1/2@	
Peanut, refined, barrels	.16 1/4@	Nom'l
Red Oil, distilled, tanks	.11 1/4@	
Stearic acid		
Triple pressed	.17@	.18
Saponified	.17 1/4@	.18 1/4
Tallow, acidless, barrels	.13@	
Tallow, N. Y. C., extra	.09@	
Whale oil, refined	.10 7/8	Nom'l

Helena Rubinstein launches new Gourielli line

Gourielli's Old World Apothecary Shop is the name of a new shop at 16 East 55th St., New York, N. Y., opened by Prince and Princess Gourielli (Helena Rubinstein). Products available will include herbal compounds for both men and women, Sulfo-Collodio preparations for the skin, hair and bath, vitamin-mineral wafers, an extensive line of men's toiletries as well as women's beauty preparations.

A variety of decorative themes is used throughout the three floors of the building. One feature of the first floor is the prescription booth where prescriptions for individual complexions are compounded. There is a separate entrance from the street to the men's shop on the second floor.

Firm to make product for washing nylon hosiery

Nylon, Inc., is the name of a new firm organized in Los Angeles, Calif., with plant and offices at 1119 West Venice Boulevard, to manufacture a product for washing nylon hosiery. The product is being produced for national distribution, and a national organization is being rapidly perfected. The product, it was announced, is excellent for bubble bath purposes as well as for washing nylon hosiery. The president

of the company is Robert S. Smith, and A. F. Wilson, a former El Paso, Texas, business man, is secretary and treasurer.

Obituaries

Henry J. Heister

Henry J. Heister, one of the three original members of the firm of George Lueders & Co., New York, N. Y., died at his home in Orlando, Florida, at the age of 84 years.

He was a member of the firm from its organization until the early part of this century when he went into the soap business of Graham Brothers & Co. of Chicago as a partner. He retired from active work more than a decade ago. He is survived by two sons, Harry W. Heister of George Lueders & Co. and Edwin Heister of Chicago.

Max Kahn

Max Kahn, father of A. M. Kahn, president of the Consolidated Products Co., New York, N. Y., and H. Kahn, treasurer of the company, died Sept. 18 at the age of 79 years. He is survived by his widow, a daughter and five sons: Louis, Jacob, Samuel, A. M. Kahn and H. Kahn.

Paul Muller

Paul Muller, Eastern sales manager for the Owens-Illinois Glass Co. and former

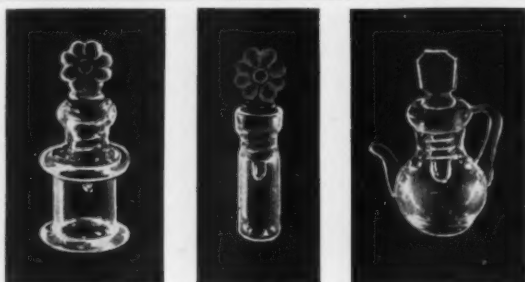
mayor of Roselle Park, N. J., died in Westfield, N. J., September 25, after a long illness. His age was 54.

Mr. Muller, who was born in New York, had charge of the sales offices of the company in New York, Syracuse, Boston, Philadelphia, Buffalo and Baltimore. Previously he had been general sales manager of the Kimble Glass Co. of Vineland, N. J., and vice-president and general sales manager of the National Seal Co. Mr. Muller was mayor of Roselle Park from 1923 to 1924. At the same time, Edward S. Hagerthey of the T. C. Wheaton Co. was mayor of Roselle.

He leaves a widow, Mrs. Florence Kellam Muller; a son, Paul, Jr., who is associated with the Owens-Illinois Co. in Toledo, and two daughters, Eleanor and Rose.

Fred E. Weiss

Fred E. Weiss, vice president in charge of production for the Charles H. Phillips Chemical Co., Glenbrook, Conn., died recently at the age of 66 years. He had been connected with Sterling Products, Inc., for many years; and had been in charge of the Glenbrook plant of the Charles H. Phillips Chemical Co. since 1922. He is survived by his brother, Dr. William E. Weiss, former chairman of Sterling Products, Inc., his widow, and two sisters.



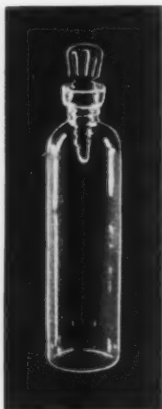
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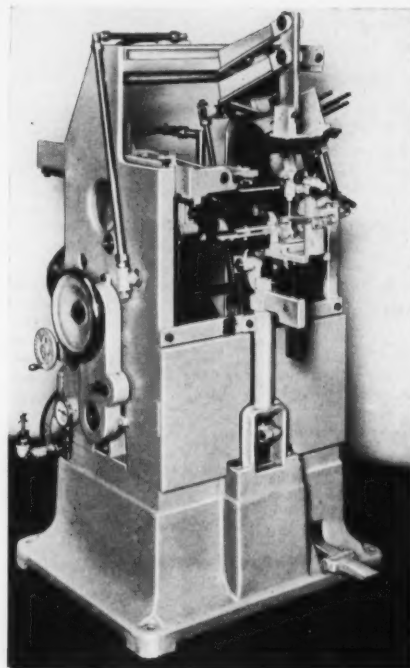
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WORLDS Ahead



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